A U.S. DEPARTMENT OF COMMERCE WEEKLY
International Commerce
26th National CHICAGO WORLD TRADE CONFERENCE
White House Conference Report
President Kennedy proclaims World Trade Week May 19-25
Trade Fair Design – a merchandising plus
MADE IN USA
White House Conference on Export Expansion
Report Show Growth
U.S. Commercial officer in Singapore lists products wan
Quarterly world market repor shows U.S. exports continue gr
ALLIANCE FOR PROGRESS
trade fairs
1963-
U.S. Exhibition, Tripoli

Business Bulletins *from around the world*

AUSTRALIA—Alumina plant costing about $112 million to be built in Gladstone, Queensland, beginning in early 1964 with completion slated for early 1967. Four companies, including Kaiser Aluminum & Chemical, to share anticipated annual production of 600,000 tons.

BELGIUM—Volvo to construct auto factory at Ghent. Initial rate of production expected to be 8,000 cars per year. Volvo also taking over existing assembly plant near Brussels for annual production of 3,000 trucks.

Allegheny-Ludlum Steel Corp. of America and Esperance-Longdoz of Belgium inaugurate jointly-owned stainless steel mill at Genk.

Consensus among labor, industrial leaders that next advance in fringe benefits to be third week of paid vacation time. Disagreement centers on whether this would be achieved in one, two or three years' time.

BLEU August imports from U.S. totaled $37 million, $7 million over August, 1962. Imports from U.S. for first eight months of 1963 reached $301 million against $300 million for like period of 1962. U.S. share of market, however, slipped from 10.1 percent to 9.2 percent.

COSTA RICA—Bill to establish three tax-free international Free Zones unanimously reported out of committee to Legislative Assembly. Zones would be at main ports of entry, Puntarenas on Pacific, Limon on Atlantic, and San Jose's El Coco International Airport. Legislative authorization of mixed Government and private company to administer zones not expected until 1964.

FRANCE—Recent U.S. business establishments in France include: New Philips Petroleum Co. plant near Bordeaux to produce butadiene. Polymer Corp. synthetic rubber plant near Strasbourg, employing 170, producing 18,000 mt. a year, 60% of which to be exported. Crucible Steel Co. subsidiary, Aciers Crucible S.A., Paris, to produce, distribute crude steel and semi-manufactured and finished steel products. Douglas-Nord, jointly established by Douglas Aircraft and Nord-Aviation to manufacture antitank missiles in France. Joint venture by Avco Corp. of New York City and Potez S.A. of Paris for manufacture, distribution under Avco licenses of aircraft motors, turbines. New IBM punchcard manufacturing plant, vocational training center for technicians. Beckman Instruments France, to produce electronics items.

GERMANY—Sunbeam Corp., Chicago, Ill., acquires 51% of shares in Rowenta Metallwarenfabrik GmbH, at Offenbach near Frankfurt, leading European manufacturer of small electric household appliances. Sunbeam agrees to promote sale of Rowenta products (kitchen mixers, coffee machines, toasters, lighters etc.) in U.S., while Rowenta markets Sunbeam appliances in Germany.

HONG KONG—Swedish firm, Svenska Entreprenad Aktiebolagat, awarded U.S. $16.9 million contract for constructing 6-mile tunnel, subsidiary tunnels, intakes between Hong Kong's Plover Cove water project and Taipo Tau. Firm, among largest and most reliable in Sweden, enters partnership with Gammon (HK) Ltd., British civil engineering, piling contractors.

INDIA—Mid-term appraisal of Third Five-Year Plan, presented to Parliament, reveals slow growth rate in first half of plan period. Most significant shortfall occurred in foodgrains; several key industries failed to meet targets.

Five-year Indian-Hungarian trade agreement, effective January 1, incorporates 3-year plan for increase in exports of each country to $35.7 million in 1966. Hungary's exports to be mostly industrial goods; India to export traditional products (jute goods, tea, coffee, oilcakes), possibly manufactured industrial, chemical products, iron ore, mica. In fiscal 1962-63, India's exports to Hungary were $13 million; imports $6 million.

INDONESIA—$42.5 million Sriwidjaja urea fertilizer plant in Palembang, Sumatra, partially financed with $33.2 million Eximbank loan, begins operating. Morrison, Knudson & Bechtel, contractors for project, able to complete plant 2 months ahead of schedule. Government pleased with handling of project under "turnkey" contract. MKB's final responsibility not to end until plant has operated at full capacity (100,000 mt. per yr.) for specified period.

IRAQ—$33 million contract for constructing rayon plant at Hindiya awarded to Didier, German firm.

NETHERLANDS—Government postpones $28 million of direct, indirect investments. Twelve-month ceiling fixed on loans of over one year made or guaranteed by local authorities, probably resulting in cutting investment by additional $28 million as part of program to ease tight labor market.

September imports totaled $450 million—U.S. share $41 million (9%). Imports for first 9 months totaled $4.3 billion—U.S. share $453 million (10.5%).

SOMALI REPUBLIC—$3 million cotton textile mill to be built by West German consortium. Plant will have 9-10,000 spindles, 300 to 320 automatic looms; bleaching, dyeing equipment. Annual output estimated at 4 million yards of grey cloth, 4½ million yards of bleached and dyed cloth.

SWEDEN—Board of Trade waives for another year—until Jan. 1, 1965—Food Law requirement that importers of certain foodstuffs must submit written declarations that product is free of non-approved additives. Revised list of approved additives to take effect Jan. 1, 1964.

SWITZERLAND—Phoenix-Rheinrohr Co., German manufacturer, issues $11.6 million loan on Swiss capital market. Issue, priced at 99% and carrying 4½% annual interest, oversubscribed.

Japan proposes to float first national bond issue, totaling $11.6 million in Swiss capital market, sometime after March 1964.

Government seeks legislative approval on request for $11.6 million for financial aid to Turkey.

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the cover

The basic purpose of a magazine cover is, of course, to induce a potential reader to open and read. When our cover artists succeed in attracting attention and then holding it, as they did many times last year, it's a double benefit. We would like to point out, however, that the inside covers are also packed with information deserving an exporter's attention. And in between the covers we shall try in 1964 to give you more and better coverage of the export field.

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Expansion to continue

Secretary's year-end review foresees continued growth in U.S. business world

The U.S. economy will continue to expand this year, thus extending the longest peacetime period of continuous growth in a generation, Secretary of Commerce Luther H. Hodges said in his 1963 Year-End Economic Review, released December 30th.

LUTHER H. HODGES

The gross national product has just reached an annual rate of $600 billion, up 20% over January 1961; and personal income per capita is up $300, passing the $2,500 mark. This latter landmark, the Secretary says, is perhaps the best index of a nation's well-being.

Corporate profits have gone up more than 30% since early 1961, the Secretary reports, and he predicts that with a tax cut, "corporate profits both before and after taxes should increase substantially again in 1964."

U.S. Economy in 1963

The Secretary's review finds that total production, employment, purchasing power, and business profits were higher than ever before in 1963, while little rise in prices was noted. Demand appeared strong in important markets at the year's close, and no evidence of major excesses that could lead to instability in the near future could be seen.

Unemployment, however, clouded the picture. With total employment at a record high, some 4 million were out of work. The balance of payments deficit for the first three quarters on 1963 was higher than for the same 1962 period.

The $30 billion rise in gross national product was a 5.3% increase and was shared by all major purchaser groups—consumers, investors and government. Production going into inventories was not markedly different from 1962.

Business investment

Concerning business investment, the secretary's review said:

"Business expenditures for new plant and equipment rose 5 percent over 1962 following a 9 percent advance in the previous year. Investment programs were aided by rising sales and profits, the effects of the liberalized depreciation regulations and the investment tax credit. As in recent years, emphasis was on replacement and cost-cutting; the persistence of excess capacity was still a restraint on capital investment, which continues to remain low relative to total production.

"Residential construction outlays reached a record total in 1963, a $2 billion or 8 percent rise over 1962. The new peak in dollar expenditures reflected the best level of housing starts in several years. The trend to multifamily building construction continued last year, as a result of several factors, such as rising replacement demand, the continued population shift to suburban areas, and current and prospective increases in the number of young married adults.

"Business inventory demand for the year as a whole was about the same in 1963 as in 1962. In general, business continues to follow a cautious inventory policy and in overall terms, excesses have been avoided. Like last year, there was a sizeable buildup of steel stocks early in the year in anticipation of a steel strike, followed by a period of liquidation. While steel output was adversely affected by this development after May, the liquidation was orderly and rising consumption for steel acted as a dampening influence on the reduction in steel inventories.

Year end position

"Economic activity was still rising at year end, with the GNP at a $600 billion annual rate. Business investment was an expansionary force: Plant and equipment expenditures were scheduled to advance moderately in the first half of 1964. With profits rising throughout the year, investor confidence as reflected in financial markets appeared strong. While there was some question as to whether Federal defense outlays were still in a rising phase, State and local government expenditures were moving higher. Holiday trade in retail stores was at a peak. In particular, the consumer response to the new automobile models was favorable. Consumer services could be expected to continue their upward trend.

"Despite rising demand and output, the slack in resource use persisted. This was most serious in the labor market, where the unemployment rate crept upward, and was also evident in the continued underutilization of plant capacity. In spite of the third-quarter improvement in our balance of payments deficit, the forces bringing about an adverse balance were still present, and their elimination will require further action."

'64 export drive

By JACK N. BEHRMAN

Assistant Secretary for Domestic & International Business

On the export side, 1964 is about the first year that the export expansion campaign can have really taken hold.

It has taken two years to begin to see an effect of the new Trade Centers and of the re-oriented Trade Missions, and it won't be until the latter half of 1964 that we will begin to get a significant effect from the Commerce Trade Fair program which began in the middle of '63.

In addition, the effects of persuasion on the part of the National and Regional Export Expansion Councils should begin to be felt through the growing entrance of new companies into exports.

Even so, the magnitude of U.S. exports depends heavily upon the demand in foreign countries, and is therefore closely related to their own economic growth. We can expect that U.S. exports will grow as a result of both continued high levels of economic conditions abroad and the export drive, which was given a strong push by the White House Conference on Export Expansion.

Finally, while not directly affecting specific export opportunities, success in the Kennedy Round negotiations should add to the feeling of increased opportunities in foreign trade.

AMERICA DAY, IZMIR: The L. B. Johnsons (Lyndon B. and Lady Bird) engaged in Texas-style, over-the-fence conversation during their 1962 visit to the Turkish city's 31st International Trade Fair. More than 50 U.S. firms were represented in the American pavilion, luring 2 million visitors.

BIC blueprints '64 effort

Basic program for furthering international trade expansion is outlined

By EUGENE M. BRADERMAN

Director, Bureau of International Commerce

The Bureau of International Commerce (BIC) handles the international commercial activities of the Department of Commerce. It promotes the foreign trade of the United States and assists U.S. business in all of its operations overseas. Today the top-priority task is to increase exports as fast as possible in order to reduce the deficit in our balance of international payments.

BIC administers the export-control program to prevent the export of strategic U.S. materials, equipment, and technical data to Sino-Soviet Bloc countries where their use could be detrimental to the national interest of the United States.

BIC advances U.S. trade interests in three principal ways:

First, by making it easier for U.S. businessmen to enter exporting or expand their trade. The Bureau provides businessmen with services and information on where, when, and how to market abroad. We have developed a number of other techniques, such as trade missions, trade fairs, and trade centers, which have helped our traders enter, hold, or expand, overseas markets.

Second, working with other agencies of the Government, the Bureau seeks to create a climate in which trade and investment can flourish. In carrying this objective forward, BIC is heavily engaged in preparations for the Kennedy Round to reduce tariffs as well as other obstacles to trade. We are also working with the Agency for International Development (AID) to expand the flow of private investment to the less developed countries and to spread private enterprise. BIC participates in activities of international organizations concerned with commercial and economic problems, with a view to protecting U.S. trade and financial interests overseas.

Third, BIC presents the views of traders and investors in the councils of government. We attempt to work out policies and procedures which make it simpler and more profitable to do business abroad. Some of the major activities of the Bureau of International Commerce are described below.

Commercial exhibits

Under a new program begun in 1963, eight successful exhibits in commercial fairs around the world have already been staged. President Lyndon B. Johnson (then Vice President) visited the St. Erik's Fair in Stockholm last September.

BIC's present program calls for about 14 commercial exhibits of U.S. products each year at trade fairs throughout the world. These exhibits have a single purpose—to sell U.S. goods. Already millions of dollars worth of sales have been made by exhibitors right off the floor. In addition, agency relationships have been developed by exhibitors which will bring in continuing business. Many exhibitors are new to the markets in which they showed their products.

Like all new programs, there are problems. Some industry groups have been quick to take advantage of this facility; others have shown the same reluctance which makes the United States the least export-minded of any industrialized country in the world. However, industry interest has been developing rapidly as news of yearly successes spreads.

Interagency exhibits

In conjunction with the United States Information Agency (USIA) and the Department of State, BIC annually stages some 16 exhibits of U.S. social, cultural, and economic accomplishments. Mr. Johnson did the honors on America Day at the Izmir Fair in August 1962 and

went on to see the Thessaloniki show in September.

Trade centers

BIC now administers four Trade Centers—London, Frankfurt, Bangkok, and Tokyo. The fifth will open in Milan in January. Plans for four more centers are being considered.

Six to eight showings of selected U.S. product-lines are staged annually in each center. Floor sales run in the millions of dollars. Most companies without agents or distributors have been able to find them through the Trade Center facility. Though Trade Centers are a new program, we believe them to be an economical and efficient device for promoting exports.

Sample centers

One of the latest innovations for testing smaller markets is the Sample Display Center. Funds have been requested to run four of these. They will be used principally in less developed countries where the cost of full-scale trade centers would not now be justified. Sample Display Centers would be set up next to the office of our Commercial Attaché. Business visitors would be invited to see American products on display, in addition to the catalogs and sales data which are now available. This new technique could result in sales for U.S. business in areas that would otherwise be lost to it.

Missions

BIC annually runs 10 to 12 official trade missions, each composed of several businessmen and two Department officers. This program has been in operation since 1954. Mr. Johnson met with the 100th mission in January 1962. We are now working with our 125th mission. In the early years, they were primarily good-will missions. Trade missions have become selling teams for U.S. industry. A recent survey indicates that U.S. firms have obtained millions of dollars worth of sales as a result of opportunities developed through the mission program.

In addition to official Department of Commerce trade missions, BIC sponsors industry-organized missions which meet established criteria. U.S. trade groups or associations initiate these missions and select their own representatives to serve on them. Business members pay their own expenses. BIC provides a variety of services to the group and assigns an official to accompany the mission members and to assist them in their work abroad. This program was started in 1962 and was pioneered by the American Institute of Men's and Boys' Wear. Mr. Johnson met with this group before they left the United States and after their return from Europe in January 1963. He also met with West Coast lumbermen in May.

Mobile fairs

Public Law 87-839, passed at the end of 1962, assigns to the Secretary of Commerce responsibility for promoting the development and use of mobile trade-fair techniques. $200,000 has been appropriated for the program this year. A number of organizations, including Isbrandtsen and American Export Lines, have developed plans and we are working with them in this area.

Trade-promotion information

BIC is the major source of commercial and economic information and advisory services in the United States covering all aspects of foreign business affairs. It serves business and government.

U.S. firms, large and small, depend on this program to obtain information on firms abroad with whom they can do business. Assembling information which makes this service possible began shortly after World War I. In the form of Trade Lists, World Trade Directory Reports and Trade Contact Surveys, this service has been greatly broadened and strengthened until it now serves as an essential foundation for all kinds of trade-promotion activities. It also serves within government as a source of intelligence not otherwise available.

BIC is called upon to provide detailed and up-to-date economic and commercial information on world markets. The Bureau is *the* Government repository for data on foreign trade controls, tariffs, and other regulations affecting international commerce. These services are provided through our country desks, which are responsible for keeping track of commercial developments in trading areas around the world. BIC gathers from private and official sources everywhere a continuous flow of information on marketing, investment, and economic conditions. Principal source is the U.S. Foreign Service, where commercial officers act on instructions issued by the Department. Information is made available to American business firms through publications such as INTERNATIONAL COMMERCE, a series of publications called "Overseas Business Reports," special country surveys, and through correspondence and direct counseling.

BIC also compiles and analyzes statistics on trade between the United States and foreign countries and on trade among foreign countries. BIC is *the* Government source for trade statistics of foreign countries.

Creating a climate

BIC works constantly with other parts of the Department and with other government agencies in moves to improve the climate for U.S. trade. On a day-to-day basis, our country desks are responsible for identifying foreign governmental barriers, such as improper tariff and nontariff restrictions on U.S. exports, or other impediments which adversely affect U.S. commercial interests. We try to take constructive action to reduce or eliminate such barriers.

BIC has a major role to play in the forthcoming Kennedy Round of tariff negotiations. Our country desks and statistical divisions are key points for basic information required for the negotiating process. We work with other parts of the Department in getting from industry the kind of information the United States needs to do the best possible negotiating job on behalf of U.S. trade interests. BIC represents the Department on the several working-level committees under Ambassador Herter, the President's Special Representative for Trade Negotiations. BIC is responsible for work on tariff disparities and nontariff barriers to trade and on the concessions to be requested by the United States of foreign

TRADITIONAL OPENING: Saffron-robed priests chant religious ceremony launching United States' Southeast Asia Trade Center, Bangkok, Thailand, in 1962.

countries. In the commercial policy field, BIC also participates in policy decisions on the "Buy American" and anti-dumping acts and prepares approximately 200 reports annually on trade-policy legislation pending before Congressional Committees.

Transportation, insurance

In the fields of transportation and insurance, BIC recommends policy actions to strengthen and expand American transportation and insurance interests abroad, especially as these are related to the promotion of U.S. export trade. The Bureau furnishes the staff for the National Facilitation Committee, which coordinates Federal programs to reduce border-crossing formalities that hamper the international movement of persons and goods. BIC is also actively engaged in the current investigation of the restraining effects of inequitable ocean freight rates on export expansion.

Another important BIC function is administration of the Foreign Trade Zones Act.

Related problems

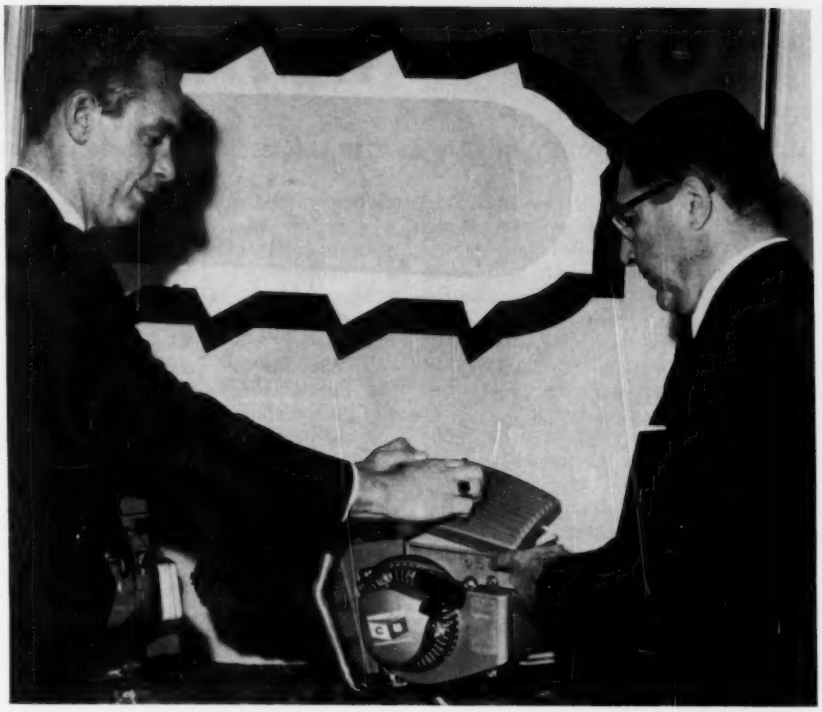
In the field of foreign business practices, BIC has current programs with respect to export aspects of anti-trust, taxation, and the enforcement of patent and trademark rights abroad. We are concerned on a continuing basis with the protection of American-owned foreign property rights.

BIC is involved in a variety of international financial questions. These matters are of concern from the standpoint of their effect on U.S. exports, U.S. exporters, and U.S. investors. The Department of Commerce initiated the idea for a program of expanded export credit and guaranty insurance. It works closely with the Export-Import Bank and the Foreign Credit Insurance Association to assure that these facilities meet business needs and that U.S. exporters are fully competitive with exporters of other countries in these fields.

Working level

BIC represents the Department at the working level on the National Advisory Council on International and Financial Problems. In the NAC and at other interagency councils it presents the U.S. business interest in our foreign-loan policies.

BIC is responsible for stimulating the two-way flow of direct private investment. For developed countries, this activity is limited to providing requested information and assistance to U.S. firms interested in foreign investment and licensing.



ST. ERIK'S FAIR: U.S. officials like Eugene M. Braderman (right) mingled with nearly 166,000 fairgoers at this event in Stockholm, Sweden, in the summer of 1963. Interest ran high in U.S. products.

Exporters often find that the only way to establish themselves or to maintain markets is to invest, or enter into licensing contracts or joint ventures with foreign enterprises. In 1962 more than 1,000 opportunities for licensing and investment in industrialized countries were published.

Active promotion

For less developed countries we not only identify and publish investment opportunities but we seek to promote actively U.S. direct private investment in these countries, in order to quicken economic progress, expand the potential for U.S. trade, and reduce dependence on U.S. aid. In 1963, some 800 investment opportunities in less developed countries were presented to American businessmen; nearly 100 U.S. firms indicated active interest.

A program announced by President Kennedy in his Balance of Payments Message (Feb. 6, 1961) to Congress is the promotion of foreign investment and licensing in the United States. Mounting prosperity in the industrialized nations, notably in Western Europe and Japan, has opened opportunities to attract foreign capital and thus to generate greater production and new jobs in the United States, especially in areas of high unemployment.

Export control

The primary objective of export control is to prevent the acquisition by any hostile nation of materials or technical data which would make a significant contribution to its military or economic potential and prove detrimental to the U.S. national security or welfare. In addition, export controls are used to protect the domestic economy from excessive drain of scarce materials. Only sugar is today controlled for short-supply reasons. Export controls are also used to further U.S. foreign policy and aid in fulfilling our international responsibilities.

Consistent with these objectives, BIC administers the Export Control Act so that it will have the minimum adverse effect on export expansion.

'Bloc' question

Of widespread interest at the moment is the question of shipments of agricultural products to the Soviet Bloc. While some shipments have recently been authorized to Bloc destinations, no applications for wheat to the Soviet Union have yet met our established criteria.

BIC receives about 600 license applications every day. The workload is increasing, in part, we believe, because of our export expansion program.

'Blabby' conquers France

U.S. doll is reigning queen as 'fantaisie' items become best-sellers

Paris has fallen for Blabby, an American doll, post-Christmas reports indicate.

In the city's big Printemps store, Blabby was the buying public's favorite babydoll in the outstandingly popular toy department stocked with U.S.-made items for the younger set. Indeed, shoppers buying gifts for family and friends of all ages in France were increasingly receptive to American goods.

France Actuelle, semi-monthly published by a French businessmen's association, has furnished detailed evidence of the trend. In a country where the Christmas-New Year season extends from December 6 (St. Nicholas Day) to January 6 (Three Wise Men Day), *France Actuelle* reports:

- U.S.-made gifts available in French stores for Christmas-New Year buying ranged from assorted $1.25 costume jewelry to $260 power lawn mowers at Paris' Samaritaine department store, and from wigs to colonial furniture at the Galeries Lafayette department stores in Paris and throughout all of the French provinces.
- Blabby shared the toys limelight with many other American items, including whole ranges of cowboy and Indian outfits, scientific and educational toys, model autos, mechanical ships and trucks, do-it-yourself kits, and sports games.
- With the tree decorating and lighting traditions of Alsace and northeast France spreading to the rest of the country, one department store cites Christmas candle sales in which American-made varieties accounted for more than a third of the total.
- American research breakthroughs underlie cascading sales of U.S.-made sponges, towels, clothing and other goods incorporating improved cotton and synthetic mixtures and various new fibers.
- The year-round as well as holiday-season impact of American manufactures is reflected in Galeries Lafayette figures showing that the United States was the point of origin for: 60% of office, traveling, and home (other than kitchen) gadgets, including novelty keyrings, pill boxes, "a whiskey bottle made to look like a transistor radio," paperweights, and the like; 50% of all kitchen gadget sales; 45% of camping-picnicking supply sales; 35% of printed kitchen linen and other fabric sales; and 30% of barbecue accessory sales.

Clean sweep

One Paris store sells nothing but women's sportswear from America. Row after row of American flags flutter above shelves at the big Inno supermarkets, signifying that the United States produced the boys' shirts and socks, blue jeans and other clothing filling those shelves. "Lots of American blue jeans" are sold at Samaritaine.

Other best-sellers are lingerie and "long-look, movie-style" nightgowns, men's shirts, sheets, tools, and a card table that holds the cards in place even when tipped over.

AMERICA, THE BEAUTIFIER: France's smart set—"les gens chic"—is looking to the United States these days for bubble bath and toilet articles such as these, on display at the Inno supermarket in Passy. (All photographs with this article are by Actualitiés Mondial, courtesy *France Actuelle*.)

SANTA?: Behind those whiskers is—not Saint Nick—but a model wearing a U.S.-made barbecue apron for Sunday cooks. The keg's atmosphere.

Special

French customs duties—even after recent reductions—combine with trans-Atlantic shipping costs to raise the price of goods to "almost double what we originally paid the American producer," according to one retailer. This means, *France Actuelle* observes, that "to sell in France, American consumer goods must have something special about them, either in conception or exceptional quality at a relatively low cost-price representing high productivity." Big French importers are drawn to American products distinguished by what they call *fantaisie*—novelty. Thus, Galeries Lafayette has had excellent results with a U.S.-made jewel box—"we found nothing like it anywhere in the world and we feature it as 'the European champion.' "

Retailers' showmanship also contributes to quick turnover of American goods. Special selections displayed against the right *ambiance*—background or surroundings—attract a lot of customers who "will buy some one thing that has caught their eyes as a kind of souvenir, if for no other reason," a major French buyer notes.

A pre-holidays impetus was developed by an autumn American Exposition at Samaritaine's. Fifteen hundred different American items, imported in 2,000 cases, were displayed. Samaritaine's Christmas-New Year stock of 300 U.S. items was almost an anti-climax. Printemps' 1962 experience was similar—by November 20 the store was completely sold out of its American-made toys.

Still going strong

France Actuelle quotes Lazare Katz, Galeries Lafayette's assistant buying director: "For this Yule holiday season we have doubled our American imports over last year. Our policy is to give our French and foreign customers the best—in taste, quality and price, and we find more and more American articles which aid us in carrying out this policy."

Reveillon—New Year's Eve—celebrations are on the grand scale, too, in keeping with the dedicated French approach to the entire holiday season. About 10 million chickens and turkeys, millions of dozens of oysters, and rivers of champagne are consumed. "It is difficult," *France Actuelle* observes somewhat ruefully, "to hold prices down when the buying power is there and exuberant, and when the stores are so beautifully and enticingly decorated and full to overflowing with the best products and presents made in France and imported from all over the world. (French wages have risen about 9% through the year and the nation's business enterprises are giving their employees generous bonuses. . . .")

In over-all statistical terms, the first 9 months of 1963 showed U.S. exports to France valued at some $634 million, while French exports to the United States came to about $309 million.

IN VOGUE: U.S. men's wear displayed at Printemps.

JEUNES VACHERS, INDIENS: At Galeries Lafayette department stores in Paris and the provinces, cowboys and Indians compete with babydolls, model autos, ships, and other items made in America.

Swedish market gives promise of record high sale of U.S. products in '64, report shows

Impressive 1963 gain in sale of U.S. products expected to be overshadowed by sales in new year; local U.S. representatives cite reasons for their optimism

By GUSTAV E. LARSON
Commercial Attache, Stockholm

The Swedish market in 1964 is expected to absorb more U.S. products than ever before—even more than in 1963 when impressive gains in the exports of U.S. machinery and equipment (including electrical and electronic machines and appliances), textile articles and textile fabrics pushed U.S. exports to Sweden to an all-time high. This conclusion is based on views of American firms in Sweden, Swedish importers and distributors of U.S. products, and on the favorable outlook for the Swedish economy.

G. E. LARSON

Continued growth and expansion of the Swedish economy and market is the outlook for 1964, according to the National Institute of Economic Research. Some of the Institute estimates for the first half of 1964 are: Gross national product—up 5%; municipal construction investment—up 21%; commercial construction investment—up sharply; housing investment—up 4%; machinery investment—up 3%; disposable household incomes—real increase 4½%.

There are strong and reliable indications, however, that the sale of U.S. products in Sweden in 1964 (Exports and European produced) should experience a substantially greater percentage growth than the percentage growth expected of the Swedish market as a whole. This optimistic view is based on such facts and information as:

- American firms in Sweden expect their 1964 sales to increase from 15 to 30%;
- U.S. firms and products have become strongly represented in Swedish market—there are now 168 subsidiaries and affiliates of American firms (64 established in last three years) and nearly 6,000 sales representatives of U.S. products aggressively selling in Sweden;
- U.S. products are now being introduced at a far greater rate than ever before—an estimated 400 new representations for U.S. products were established in Sweden in 1963; requests by Swedish importers for U.S. products (to Embassy) have increased by 30 times over the previous yearly average;
- U.S. products are just now beginning to deeply penetrate the market;
- The growth sectors of the Swedish market represent product areas for which U.S. firms are in a strong position to compete.

U.S. firms optimistic

The promising 1964 market outlook for U.S. products was reported by U.S. firms in Sweden in an Embassy year-end survey. Examples of comments were:

Distributor, Office Machinery and Equipment. "We expect our sales to be up by 32% in 1964. Swedish industries are adopting our labor saving equipment and machinery at a rapid pace. Next year we will be selling the large industries but demand will soon spread to smaller industries which also face the need to cut costs. Our market outlook is definitely strong."

Distributor, Office and Industrial Equipment. "Our sales are expected to be up by 20% chiefly because we are getting better market penetration than before. Our improved servicing also is an important factor in our rising sales. We see large undeveloped markets here, but to sell to them will require much education. Industries must be shown the advantages of the cost-saving possibilities of our products. Our biggest problem is from small firms who move in with no investment and undercut our prices."

Distributor, Waxes and Polishes. "Our sales will go up by 30% chiefly because we plan to introduce many new products. This policy has increased our sales from 2.9 million Swedish Kronor in 1960 to an expected 7 million Swedish Kronor in 1964. These new products are directed mainly to the household and leisure markets which are growing rapidly because of increased income and longer vacations."

Manufacturer, Automotive and Industrial Finishes. "Sales should rise by 15% because we are now achieving greater market penetration than before. Our 1964 outlook is definitely promising."

Importer and Distributor, Motor Vehicles, Diesel Engines, etc. "We think our sales will be up by 25% because we expect to obtain a larger share of the growing vehicle market in Sweden by the introduction of new compact vehicle lines. We believe the overall vehicle market will increase from the 225,000 units sold in 1963 to 250,000 in 1964."

Swedish Machine Tool Distributor. (U.S. and foreign products). "The total market for machine tools in Sweden is expected to increase by about 10% in 1964. The U.S. share of the market (exports) is expected to remain unchanged. Competition for the United States comes mainly from German manufacturers. Practically all U.S. manufacturers who are seriously competing for the Swedish market have established their own plants in Europe or concluded licensing arrangements with European firms. These European producers (whether producing on U.S. licenses or manufacturing own types) will increase their shares of the Swedish market because there is a price difference of 20 to 25% in favor of European production."

Manufacturer, Distributor of Toilet Preparations. "We expect to sell from 25 to 30% more in 1964 by introducing new products—the real basis for our market growth in Sweden."

Many new markets

Despite the aggressive drive of U.S. exporters and producers to sell to the Swedish market over the last 2 years there are many growing and emerging markets in Sweden which offer new opportunities to U.S. firms—to export, to enter into joint manufacturing and selling arrangements, to license products for manufacture, and for direct investment.

the author

Mr. Larson has had Government service in several agencies, including the Commerce Department. Born in Sweden of American parents, he was appointed Commercial Attaché at Stockholm in November 1960.

Import, exchange-permit rules summarized for world traders

Regulations apply to goods of U.S. origin and other goods payable in U.S. dollars; most countries of world listed

Foreign Governments' import-license and exchange-permit requirements—as of December 1, 1963—applicable to goods of U.S. origin and to other goods payable in U.S. dollars are summarized below. Most countries in the world are included, under 5 regional groupings.

Prepared in the Office of International Regional Economics (OIRE), Bureau of International Commerce, the summary updates the one published in INTERNATIONAL COMMERCE, July 1, 1963, pages 16-18. Asterisks designate those countries for which information differs from that given in the previous list, plus countries newly added to that list as it appeared in INTERNATIONAL COMMERCE or its subsequent issuance in reprint form.

U.S. exporters are urged to make certain before shipping goods that the foreign importer has obtained the required permit, and they should insist on having the permit's identifying number or symbol.

More detailed information on licensing and exchange controls may be obtained from Department of Commerce Field Offices or from OIRE.

AFRICA

ALGERIA—Import license necessary, but only for a limited number of products specifically enumerated which are subject to quantitative import restrictions. All other products may enter under a simplified procedure. Customs authorities will allow imports of such products upon presentation by the importer of a customs declaration, supported by an invoice of commercial contract. Exchange permit not required.

BRITISH COLONIES not specified elsewhere, including Gambia—Import license not necessary, except for certain items not under open general license. Exchange permit required, but import license assures release of necessary foreign exchange.

BURUNDI—Import license necessary. Licenses for goods considered essential to country's economy carry right to foreign exchange. Import licenses granted for other goods do not include official allocation of exchange.

CAMEROON—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

CENTRAL AFRICAN REPUBLIC—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

CHAD—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

CONGO (Brazzaville), REPUBLIC OF—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

CONGO (Leopoldville), REPUBLIC OF—Import license necessary. Normally import licenses also are authorizations for payment in foreign exchange. Exceptions are *sans paiement* licenses which are issued to importers with access to foreign exchange outside the Congo.

DAHOMEY—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

ETHIOPIA—No import license necessary. Exchange permit required.

FRENCH SOMALILAND—No import license necessary. Exchange permit not required.

GABON—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

***GHANA**—Import license required, except for single copies of books and periodicals, samples, personal or household effects, certain gifts and articles for reimportation. Dollar exchange is available for goods imported under open general license and for goods for which a specific import license has been issued.

GUINEA, REPUBLIC OF—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

***IVORY COAST**—Import license required for merchandise subject to quotas, and import certificates are required for non-quota goods. Foreign exchange is strictly controlled by the Office of Exchange Operations but import license carries the right to exchange.

***KENYA**—Import license not necessary except for certain items not under open general license. Specific import license required for certain food products. Exchange permit required, but import license assures release of necessary foreign exchange.

LIBERIA—Import license not necessary except for arms, ammunition, used clothing, pharmaceuticals, and rice. Exchange permit not required.

LIBYA—Import license necessary for a limited list including processed foodstuffs, motion picture films, ice cream, transport vehicles, and locally manufactured items. However, all other imports may be imported under open general license. Exchange permit required. Exchange permits required for authorized imports are readily granted by the authorized banks, provided there is a firm contract and any necessary import license has been obtained.

MALAGASY REPUBLIC—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

MALI—Import license necessary. Exchange permit required; and import license does *not* automatically guarantee exchange.

MAURITANIA—Import license necessary. Exchange permit required, but import license carries right of foreign exchange.

MOROCCO—Import license necessary and a deposit of 25% of the invoice value of imports must be made in advance by importer. Licenses valid for 6 months and carry right to foreign exchange.

NIGER—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

NIGERIA—Import license necessary, but about 95% of all goods are permitted under open general license. Exchange permit required, but import license generally assures release of foreign exchange.

PORTUGUESE OVERSEAS PROVINCES—Import license necessary. Exchange permit required, but, in Angola, import license carries with it authorization to obtain foreign exchange needed for payment of goods to which license pertains.

RHODESIA AND NYASALAND, FEDERATION OF—Import license necessary, but all goods are importable freely under open general license. Exchange permit required, but import license carries right to foreign exchange.

RWANDA—Import license necessary. Licenses for goods considered essential to country's economy carry right to foreign exchange. Import licenses granted for other goods do not include official allocation of exchange.

***SENEGAL**—All imports from countries outside the franc zone are strictly controlled and are subject to the issuance of an import license. A few decontrolled items are exempt from licensing (raw materials, etc.). Import license carries right to foreign exchange.

SIERRA LEONE—Import license necessary, but only commodities such as cattle, firearms, and explosives are not imported under an open general license. Exchange permit required, but import license assures release of necessary foreign exchange.

***SOMALI REPUBLIC**—Import license necessary. License valid for 4 months. Exchange permit required.

SOUTH AFRICA, REPUBLIC OF, including SOUTH WEST AFRICA, and the British High Commission Territories of BASUTOLAND, BECHUANALAND and SWAZILAND—Import license necessary. Except for goods on the free list and exempted list, most consumer goods are licensed on basis of exchange quotas established by the Government. Motor vehicles of f.o.b. value over 1,900 rands (1 rand = US$1.40) are prohibited. Other goods, including capital goods and industrial raw materials, are licensed on basis of importers' current needs; policy is to grant license applications freely for "reasonable requirements." Licenses are valid for purchases in any country, including the U.S. Exchange permit required, but import license carries right to foreign ex-

change from authorized banks to the amount indicated in the license.

SUDAN—Import license necessary except for an extensive list of commodities that may be imported under open general license from any source. All imports must be registered with the Ministry of Commerce, which may deny registration because of commercial policy or excessively high prices. Exchange permit not required; exchange is granted automatically for all permitted imports.

***TANGANYIKA**—Imports enter under open general license or specific license. Import license carries right to foreign exchange.

***TOGO**—Approved licenses are valid for 6 month but may be extended.

TUNISIA—Import license required for all imports. However, for liberalized items licenses and exchange are automatically granted. A deposit of 25, 50, and 100% of invoice value is required prior to application for import license covering certain listed products. Validity of import licenses is usually 6 months. Import license carries right to foreign exchange.

***UGANDA**—Imports enter under open general license or specific license. Import license carries right to foreign exchange.

UPPER VOLTA—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

***ZANZIBAR**—Imports enter under open general license or specific license. Import license carries right to foreign exchange.

EUROPE

AUSTRIA—Import license necessary for most goods whether liberalized or not. For liberalized goods (most non-agricultural and some agricultural items) license granted at time goods cross border. No separate exchange permit required.

BELGIUM—No import license necessary, except for a small number of products. Licenses usually granted freely, where required. No separate exchange permit required.

BULGARIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

CZECHOSLOVAKIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

DENMARK—Import license required only for limited list of nonliberalized products. No separate exchange permit required; copy of import license or importer's declaration with customs certification of import takes place of exchange license.

FINLAND—Import license necessary, but an extensive list of goods may be imported without import license following action of Finland in placing imports from the U.S. and Canada on same basis as Western European countries participating in the multilateral trade and payments agreement. Commodities not on the import free list are subject, with certain exception, to a system of global quotas. No separate exchange permit required; import license carries right to foreign exchange.

FRANCE—Import license necessary, but only for a limited number of mainly agricultural products specifically enumerated which are subject to quantitative import restrictions. All other products may enter under a simplified procedure. Customs authorities will allow imports of such products upon presentation by the importer of a customs declaration, supported by an invoice or commercial contract. No exchange permit required.

GERMANY, FEDERAL REPUBLIC OF, including WEST BERLIN—No import license necessary except for a number of agricultural and some nonagricultural items which require an individually validated import license. Most industrial and a number of agricultural products may be imported freely under general license. No separate exchange permit required.

GERMANY, SOVIET ZONE, including Soviet sector of Berlin—Import license necessary; government agencies responsible for securing own permit. Exchange permit required, but import license automatically provides for allocating necessary foreign exchange.

GREECE—No import license necessary except for specified items, including rice, motor vehicles, automotive chassis and bodies, used clothing, textiles, machinery and spare parts, precious metals and articles thereof. No exchange permit required; but applications for foreign exchange must be registered with the authorities. Bank of Greece approval is required for goods imported under AID authorization.

HUNGARY—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

ICELAND—Import license not necessary for items on "special conditional free list" and limited number of staples. For all other items import license required. Exchange permit required, except for "special conditional free list" imports.

IRELAND—Import license not necessary, except for a few products. Exchange permit not required, except for importations exceeding £5,000 ($14,000) in any 12-month period.

ITALY—Import license not necessary except for a limited number of items listed on the Table "A Import," for which a Foreign Trade Ministry license is required (items not included on this list are free of license). Exchange permit not required except with advance or delayed payments for more than 180 days, and in a few other cases.

LUXEMBOURG—No import license necessary, except for a small number of products. Licenses usually granted freely, where required. No separate exchange permit required.

NETHERLANDS—No import license necessary, except for a small number of products. Licenses usually granted readily, where required. No separate exchange permit required.

NORWAY—Import license required only for a limited list of nonliberalized products. No separate exchange permit required.

POLAND—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

PORTUGAL, including the AZORES and MADEIRA—Import licenses are necessary but they are granted automatically for most products. Exchange permit required.

RUMANIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

SPAIN, including CANARY ISLANDS—Import license necessary except for items on liberalized list. Exchange permit required except for items on liberalized list.

SWEDEN—Import license required only for automobiles and certain agricultural products when imported from U.S. Import licenses for automobiles are granted freely. No separate exchange permit required. Foreign exchange, including dollar exchange, is automatically made available if import license specifies payment in such currency and if license is registered with a foreign exchange bank within 2 months after issuance.

SWITZERLAND—No import license necessary except for a few agricultural products and a limited number of industrial items, such as special type trucks. No exchange permit required.

UNION OF SOVIET SOCIALIST REPUBLICS—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for necessary foreign exchange.

***UNITED KINGDOM**—Import license not required except for a limited list of products, for example: Grapefruit, grapefruit and orange juice, fresh apples and pears, commercial airplanes, and cigars. Exchange permit required but is issued automatically.

YUGOSLAVIA—Import license is not necessary but only licensed import firms are permitted to carry on import operations. Exchange permit not required by Govment maintains strict control over foreign exchange allocations.

NEAR EAST–SOUTH ASIA

ADEN—Neither import nor exchange permit required.

AFGHANISTAN—Import license is not required for most imports, but declaration or customs permit must be obtained from Afghan border officials or from trade agents abroad. Exchange permit not required, but permission to remit foreign exchange to exporters abroad must be obtained from Da Afghanistan Bank.

BAHREIN—Neither import license nor exchange permit required.

***BURMA**—Import license required for all imports except goods imported on Government account. The required exchange permit is issued automatically for authorized imports.

CEYLON—Import license required unless product is imported on Government account or is one of the few "essential" commodities still importable under open general license. The required exchange

permit is issued automatically for authorized imports.

CYPRUS—Import license required for any imports not included under open general license. Exchange permit granted automatically for authorized imports.

INDIA—Import license required for all except Government imports. Exchange permit issued automatically for authorized imports.

IRAN—Import licenses not required, except for certain specific commodities, including cement, dynamite, tobacco and insecticides; however, imports of firearms, explosives and some medicines require prior Government approval. While no exchange permit is required, except for Government-controlled commodities, a large number of items require prior deposits of up to 100% of the value to be imported.

***IRAQ**—Import license issued by Central Government, and exchange permit, obtained through Central Bank or an authorized dealer, required for all commercial imports.

ISRAEL—About half of imported items do not require license; all others do. Exchange permit granted automatically for authorized imports.

JORDAN—Import license and exchange permit required for all imports.

KUWAIT—No import license or exchange permit required except for firearms, munitions, poisons, pork, and alcoholic beverages.

LEBANON—Import license required only for certain commodities which are locally produced. No exchange permit required for any imports.

MUSCAT & OMAN—Neither an import license nor an exchange permit is required.

NEPAL—Import license required for all except Government imports. Exchange permit issued automatically for authorized imports.

PAKISTAN—Licenses required for all items except Government imports, certain personal items, samples and advertising matter. Exchange permit issued automatically for authorized imports.

QATAR—Neither import license nor exchange permit required.

SAUDI ARABIA—Neither import license nor exchange permit required.

***SYRIA**—Import license required for all shipments of merchandise exceeding $100 in value. License valid only after approval by Ministry of Economy. Copy must be forwarded to both Exchange Office and authorized bank, which will release required foreign exchange.

TRUCIAL STATES—Neither import license nor exchange permit required.

TURKEY—License required for all imports entitles importer to obtain necessary foreign exchange.

UNITED ARAB REPUBLIC—Import license and exchange permit required for all imports.

YEMEN—Neither import license nor exchange permit required.

FAR EAST, OCEANIA

AUSTRALIA—Import license not necessary except for 5 products: lumber, antibiotics, aluminum products, roller and ball bearings, second-hand or used excavating and construction machinery and equipment. Exchange permit not required.

CAMBODIA—Import license necessary. Exchange permit required. Allocation of foreign exchange automatically carries right to an import license.

HONG KONG—Import license necessary only for dutiable, strategic, or short-supply goods. Relatively few items affected. Exchange permit not required, except for few transactions financed at official rate of exchange.

***INDONESIA**—Combined import/exchange license necessary except for: (1) imports with retensi (5% of export proceeds which exporters are allowed to retain for unrestricted use); and (2) imports of specified essential commodities (Groups I and II) with automatic foreign exchange allocations (10% of value of remaining 95% of export proceeds for exporters and 15% of value for producer-exporters).

***JAPAN**—Import license necessary but readily available for majority of items. Certain items require allocation certificate from Ministry of International Trade and Industry prior to issuance of import license by foreign exchange banks. For other items, only import licenses required—automatically granted by banks. License carries right to foreign exchange. Importers also required to make small advance deposit for many categories of products.

***KOREA, REPUBLIC OF**—Import license necessary from Ministry of Commerce and Industry for basket category items, otherwise unlisted items, and a number of listed items subject to specific approval. Other items, importable on an "automatic approval" basis, do not require specific license. Exchange permit not required. For commodities importable on "automatic approval" basis, exchange may be freely purchased from Bank of Korea or foreign exchange banks. Specific license issued for other items carries right to foreign exchange.

LAOS—Both import license and exchange permit required.

***MALAYSIA**—Import license not required except for a few items not importable under open general license for reasons of health, safety, and morals. Exchange permit not required.

NEW ZEALAND—Import license necessary except for a few items such as sugar, sulfur, unmanufactured tobacco, and most petroleum products. Exchange permit not required.

***PHILIPPINES**—No import or exchange license required, but certain categories of imports must be covered by letters of credit and advance deposits of up to 100% of value of the import. Advance deposits may be local currency or in Philippine Government bonds, notes, or securities.

TAIWAN—Import license necessary. Exchange permit required but general automatically with issuance of import license.

THAILAND—Import license not necessary, except for specified items. Exchange permit not required, but a "certificate of payment" issued by Bank of Thailand or authorized bank or company is required.

VIET-NAM—Import license necessary. Exchange permit required, but import license carries right to foreign exchange.

WESTERN HEMISPHERE

***ARGENTINA**—Import license or exchange permit not required, but most luxury and nonessential goods are prohibited importation (Decree 626, Nov. 8, 1963). This import restriction is also applied temporarily to machinery and equipment.

***BOLIVIA**—Import permits required for number of food products, chemical products, machinery, and other miscellaneous products. However, these are readily granted for importation of U.S. goods. Prior registration and/or approval required for many foodstuffs, plants, pharmaceutical, live animals, and the like. There are no exchange controls.

BRAZIL—Import license not required except for luxury goods, other commodities considered nonessential to the economy, and items imported without exchange cover. However, prior deposit and certificate of exchange cover required for most commercial imports. Exchange permit not required. Foreign exchange for imports purchased in free market at rates fixed from time to time by Bank of Brazil. Certificates obtained at auction give right to purchase exchange for nonessentials and right to import license.

***BRITISH COLONIES, n.e.s.**—Import license periodically required for vegetables and flower imports into Bermuda. All imports into Bahamas must have import license as a formality. Barbados, Leeward Islands, Windward Islands, British Honduras, British Guiana, and minor Colonies. Protectorates and Trusteeship Territories do not require import license except on limited list of items as gold bullion, fireworks and explosives, arms and ammunitions, fats and oils, soaps, sugar, rice, eggs, footwear, preserves, and citrus products. Foreign exchange is generally available.

***CANADA**—No import license necessary except for butter; butter fat; cheddar cheese; dried skim milk; wheat, oats, and barley and certain processed products of these grains; natural gas; radioactive and fissionable materials, isotopes, and equipment for production, use, or application of atomic energy. Import of alcoholic beverages requires Provincial licenses. Secondhand automobiles manufactured before year in which importation is sought, secondhand aircraft, oleo-margarine, and butter substitutes and spreads are prohibited importation. No exchange permit required.

***CHILE**—Import license not required, but goods not appearing on list of permitted imports are prohibited importation. A number of such "prohibited" goods are allowed entry into free port of Arica and Provinces of Magallanes, Aysen, and Chiloe. Prior registration of imports is required, and many goods are subject to prior import guarantee deposits at that time. Deposit returned after 90 days, except for merchandise in process of being manufactured at time of registration, for which period is 120 days. Permitted imports subject to ordinary import duties, plus additional tax which ranges from 0.1 to 200% of c.i.f. value. Imports must be entered at Chilean customs within 150 days from date of registration. Payment for imports on permitted list and all imports into Arica may be made at official bankers' exchange rate. Exchange cover is not legally available until at least 120

days after bill of lading date. Exchange permit not required.

*COLOMBIA—Prior import licenses required from Superintendency of Imports on majority of imports. Fee for license is 100 pesos, or about $11, on imports valued at over $20. In addition, all imports require prior registration at Office of Exchange Registry which carries right to amount of exchange specified on registration certificate.

*COSTA RICA—A general system of import licensing and exchange controls does not exist in Costa Rica. However, prior registration necessary for importation of most pharmaceutical products and prior approval (subject to presentation of a sanitary certificate) necessary for importation of foodstuffs. Prior approval also necessary for importation of live animals, plants, and seeds.

DOMINICAN REPUBLIC—Special import permits required for highway construction machinery, radio transmitting equipment, railroad spikes, firearms, milk and milk products, rice, fruits and vegetables, seeds, tubers, rendered pork fat, and confectionery and other edible products in which sugar or chocolate constitutes principal ingredient. Applications for foreign exchange require Central Bank approval.

ECUADOR—Import license required. No exchange permit required. Approved import license carries right to receive foreign exchange.

EL SALVADOR—Import license not required except for a few items such as chemical and pharmaceutical products, strong liquors, essences for making liquor, cotton and sugar. Exchange permit required.

GUATEMALA—Import license not required except for maps of Guatemala, explosives, poultry, and wheat flour. Exchange permit required.

HAITI—Government has blanket authority to fix import quotas, but authority has not been officially invoked. Import licenses required for shoe polish, rice, and cotton cloth and its manufactures. Government tobacco monopoly also controls imports of tobacco, matches, soap, detergents, edible oils, cement, sugar, and some other products. Exchange permits not required.

HONDURAS—Import license not required except for firearms, gunpowder, munitions, explosives, alcohol, narcotics, pharmaceutical specialties, animals, plants, and plant and animal products. Exchange permit not required.

*JAMAICA—Import license not required except some on items in commodity categories as clothing, electrical equipment, fish, poultry, pork, footwear, fats and oils, motor vehicles, plastics, paints, metal furniture and materials, preserves, and light metal manufactures. Foreign exchange automatically issued by commercial banks except for items requiring specific import license on which approval must be obtained from Exchange Control Authority.

MEXICO—Import license required for extensive list of articles. Exchange permit not required.

NETHERLANDS ANTILLES—Import licenses required for all goods except a fairly extensive list of commodities of common consumption. No exchange permit required for commodity imports.

NICARAGUA—Import license not required; for imports requiring prior deposit, import declaration must be accompanied by proof of prior deposit as part of application for foreign exchange.

*PANAMA—Import permits required for the following: Salt; milk and milk products; tomatoes and tomato products; flour; eggs; chickens; certain other agricultural products; cotton plush; various medicinal ointments; wire screen and its substitution; detergents and powder for washing; steel rods and bars; miscellaneous products. In addition, all pharmaceuticals, foodstuffs, and cosmetics must be registered before importation is allowed. There are no exchange controls.

PARAGUAY—Import license not required, but most imports are subject to prior deposit in local currency before shipment. Exchange permit not required.

PERU—Import license not required, except for plants, roots, seeds, cuttings, animals, medicinal cigarettes, explosives, firearms and other weapons, alcoholic beverages, salt, tobacco, chemical and pharmaceutical products, matches, hatching eggs, duplicating machines, textile machinery, used clothing, maps, and geographical material. Exchange permit not required.

SURINAM—Import license required on virtually all items, and possession of it guarantees access to foreign exchange.

*TRINIDAD and TOBAGO—Import license not required except on some items in commodity groups as cereals, feeds, citrus and preserved fruits, animal and vegetable fats and oils, crude and partly refined petroleum, soaps and cleansers, coloring materials, paper products, textile fabrics, metal containers, furniture and clothing. Foreign exchange almost always obtainable, but application must be made to Ministry of Finance in connection with all commercial shipments.

URUGUAY—Import license not required. Almost all imports subject to surcharges of 20% of c.i.f. value, 60%, 100%, 150%, or 300%. Goods subject to 150% and 300% charges also require prior deposit of 200%. Prior deposits repayable after 9 or 12 months, depending on products, from date of registration with Bank of Republic, signifying intention to import. Size of surcharge depends upon essentiality of product. Exchange permit not required.

VENEZUELA—Import licenses required for selected articles. Exchange permits required for transactions at official rate, but none are needed for free market exchange.

Chile to purchase imports thru international bidding

The World Bank has loaned Chile the equivalent of $24 million to assist in financing 2 agricultural projects. A loan of $19 million was made for a project which provides for the improvement of 825,000 acres of pastureland, together with the acquisition of machinery, materials, and breeding stock, to help develop the livestock industry. A $5 million loan will assist in the modernization and expansion of milk plants and slaughterhouses and associated facilities.

Phone for export aid

The telephone numbers of the 39 regional Field Offices of the U.S. Department of Commerce are given below.

ALBUQUERQUE, N. Mex. 247-0311
ANCHORAGE, ALASKA. BR 2-9611
ATLANTA, GA. JA 2-4121
BIRMINGHAM, ALA. 323-8011
BOSTON, MASS. CA 3-2312
BUFFALO, N.Y. TL 3-4216
CHARLESTON, S.C. 722-6551
CHEYENNE, WYO. 634-2731
CHICAGO, ILL. 828-4400
CINCINNATI, OHIO. 381-2200
CLEVELAND, OHIO. 241-7900
DALLAS, TEXAS. RI 9-3287
DENVER, COLO. 534-4151
DETROIT, MICH. 226-6088
GREENSBORO, N.C. 273-8234
HARTFORD, CONN. 244-3530
HONOLULU, HAWAII. 58831
HOUSTON, TEX. CA 8-0611
JACKSONVILLE, FLA. EL 4-7111
KANSAS CITY, MO. BA 1-7000
LOS ANGELES, CALIF. 688-2830
MEMPHIS, TENN. 534-3214
MIAMI, FLA. FR 7-2581
MILWAUKEE, WIS. BR 2-8600
MINNEAPOLIS, MINN. 334-2133
NEW ORLEANS, LA. 527-6546
NEW YORK CITY, N.Y. LO 3-3377
PHILADELPHIA, PA. WA 3-2400
PHOENIX, ARIZ. 261-3285
PITTSBURGH, PA. 471-0800
PORTLAND, OREG. 226-3361
RENO, NEV. FA 2-7133
RICHMOND, VA. 649-3611
ST. LOUIS, MO. MA 2-4243
SALT LAKE CITY, UTAH. DA 8-2911
SAN FRANCISCO, CALIF. YU 6-3111
SANTURCE, PUERTO RICO. 723-4640
SAVANNAH, GA. AD 2-4755
SEATTLE, WASH. MU 2-3300

U.S. participation recommended in Samples Fair in Barcelona; food processing market good

Spain seeking better methods to prepare, conserve food; U.S. firms can increase sales by aggressive promotion

Spain, which depends primarily on agriculture, is seeking new and better methods of food preparation, packaging and preservation. Her aim is to adapt more modern merchandising methods and supermarket concepts to local conditions.

The country is also carrying on a reconstruction program involving new office buildings, schools, hospitals and commercial establishments.

These factors combine to create a good chance for U.S. firms to expand their sales in Spain in the food processing field. In line with this, the Department of Commerce is urging participation in the 32nd International Samples Fair in Barcelona, June 1-15, 1964.

Additional information about U.S. Trade Centers is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D. C., 20230.

Types of merchandise to be exhibited at the important commercial fair include the following:

Food processing, packaging and preservation equipment, including vacuum fillers and closers, vacuum closing machines for meat products (especially hams), cookers and coolers, automatic pitting machines, automatic peeling machines, juice extractors, can casing equipment, palletizing equipment, packaging machines (especially paper and film conversion machines), and food preservation machines.

Last year, Spain imported $1.4 million worth of food processing, packaging and preservation equipment. The U.S. share of this was less than 1%, despite the fact that the U.S. competes successfully, in their own markets, in the same category, with France, Germany and Italy. These three countries together captured 80% of the above figure.

U.S. suppliers can expand their sales in this area, the Commerce Department states, through aggressive advertising, promotion and selling. With service facilities locally available, U.S. products have a good reputation and have proven themselves able to compete. The trade reports that the sales opportunities are wide and varied.

Held each June

The Barcelona Samples Fair is held in June each year, and buyers and the public attend in great numbers. The 1963 fair had a total attendance of over 1.8 million visitors.

Over 16,000 buyers from 49 countries registered with the fair management. The largest number of commercial visitors came from Germany, France, the U.K., Italy and the United States.

Commercial exhibits were presented from 39 countries, with 173 exhibitors from the U.S., 47 in the U.S. pavilion. Ten of the U.S. participants were new to the export business and nine obtained distributorships while at the fair. Business resulting from the fair totaled $495,000, with future sales expected to total over $1.6 million for U.S. firms.

France, Germany, Italy plan Toy, Trade Fair exhibits

Large collective exhibits by manufacturers of France, Germany and Italy will be shown at the 14th International Toy and Trade Fair in New York.

The annual trade show will be held from March 8-13 at the Hotel New York Hilton. The International Bicycle Show will be held simultaneously.

Thirty-five manufacturers from Germany have so far announced their participation while 27 French manufacturers will have displays.

A total of 30 countries will be represented in the fair by their latest complete sample lines in the following categories:

Toys, dolls, games, novelties; hobby items, trains; science and optical goods; decorations, ornaments, artificial flowers, fruit; sporting goods, camping, beach supplies; juvenile furniture, baby carriages; promotional and variety merchandise; hardware, household articles; radios, tape recorders; rack and carnival goods, fun and trick items; giftware, ceramics; stationery articles, children's books.

The International Bicycle Show will feature bicycles, mopeds, motorcycles, parts, accessories, tires and tubes from 14 countries. Exhibits will be open daily from 10 a.m. to 9 p.m. except for the last day when they will close at noon.

International Textile Fair to be held in Portugal

The third International Textile Fair to be held in Oporto, Portugal, from July 18 to August 2, will offer U.S. businessmen a unique opportunity to study the problem of capturing a larger share of textile exports to Portugal.

The fair will take place in Oporto's Palacio de Cristal, a modern sports arena well equipped with exhibition facilities.

U.S. firms interested in participating in this year's event may obtain further information by writing to the Associacao Industrial Portuense, Rua de Mousinho da Silveira, 228, Oporto, Portugal.

Central American livestock show to open in Nicaragua

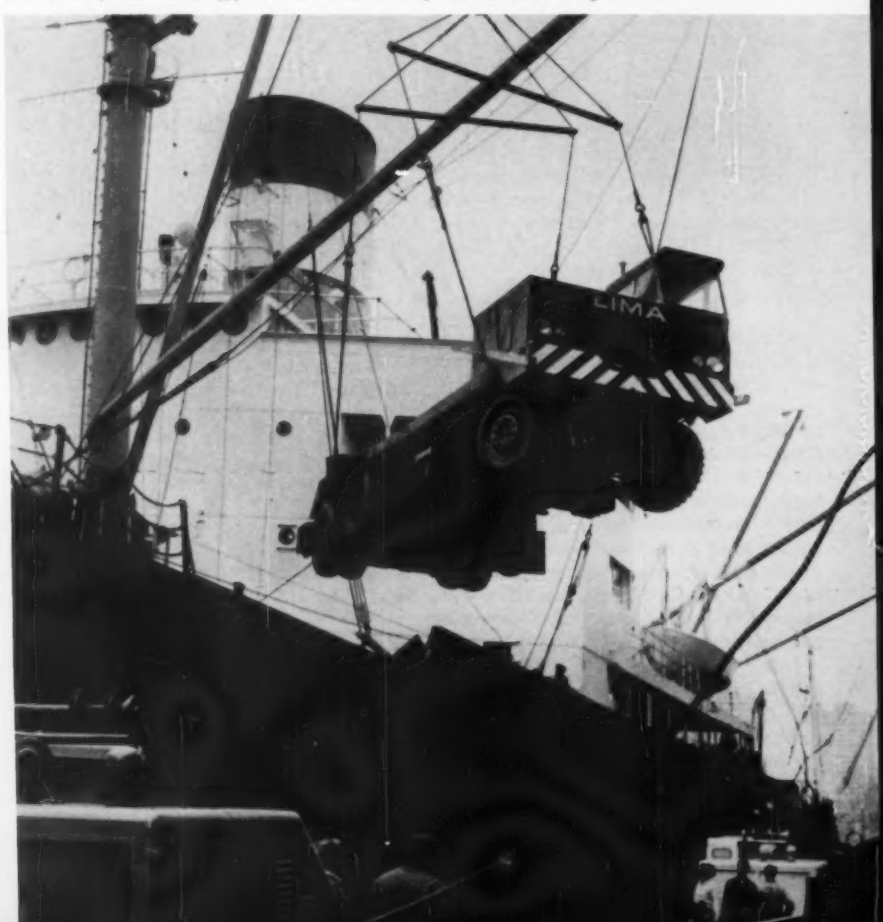
U.S. exhibitors are being sought to participate in the third annual Central American Livestock Show to be held January 26 to February 2 in Managua, Nicaragua.

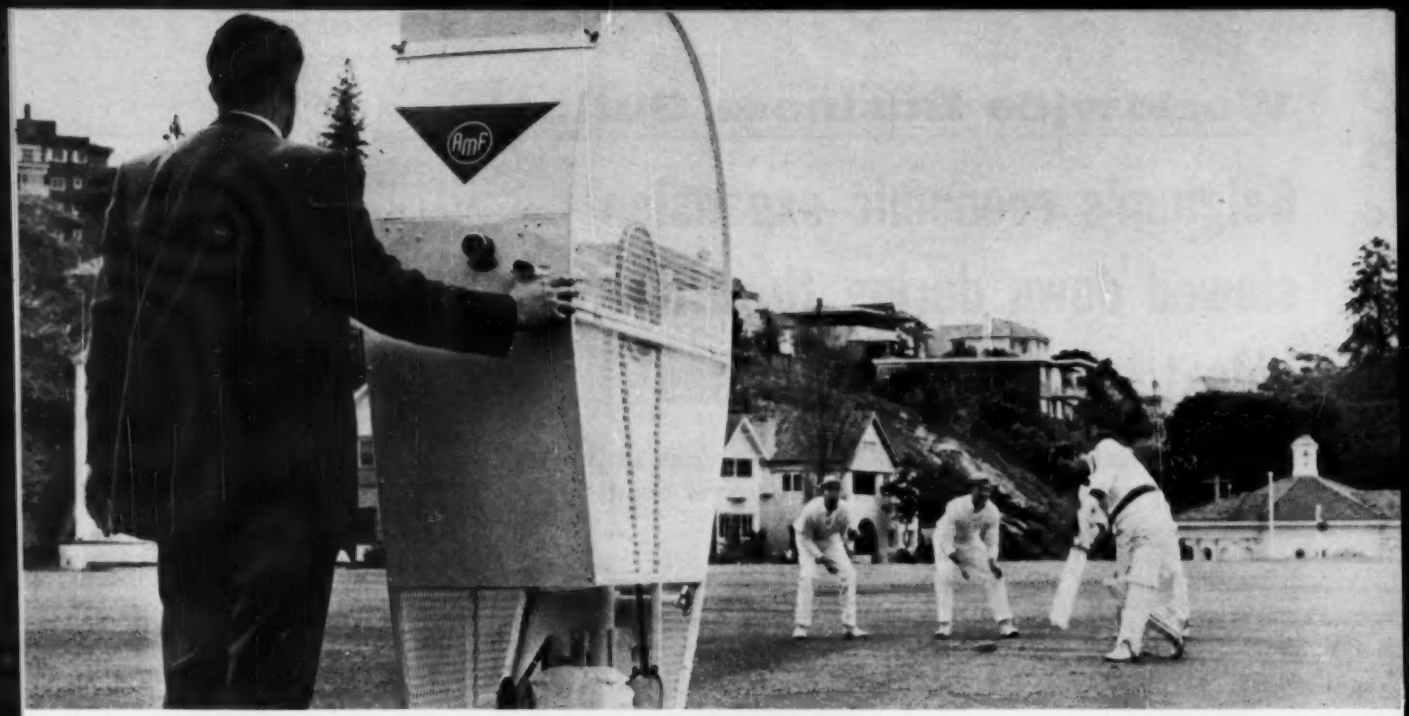
U.S. representatives are expected to judge the Brown Swiss, Brahman, and Santa Gertrudis breeds at the show.

U.S. firms interested in participating should write to Dr. Fernando Gonzalez, President, Organizing Committee, Central American Livestock Show, Apartado Postal 2313, Managua, Nicaragua, C.A.

Around the world with U.S. exporters

(Left) Some 4000 tons of steel pilings made in Canton, Ohio, are ready to be loaded at Baltimore for shipment to Manila, Philippines for a 16,000 ton pier project there. Ninety-nine carloads were located at the Port Covington terminal. (Top) A plane load of movie projectors is shipped to Europe by Bell & Howell of Chicago, as Office Manager Robt. Olsen supervises. The firm shipped 16 tons of 8mm projectors prior to Christmas. (Bottom) A 25-ton truck crane swings aboard ship at Philadelphia bound for a construction job in Cairo, Egypt where a $30 million power station is being built.





(Above) No sticky wickets here for U.S. automation has finally caught up with the ancient game of cricket. A new automatic cricket bowling machine developed by a U.S. firm is tried out by a visiting Australian team on the playing fields of England. (Below) At Turkey's Izmir International Trade Fair a 7-ton hydraulic crane built in Aurora, Ill., is examined by a U.S. designer, D. Saporito, and Dr. Paul Dudley White, internationally known heart authority. The crane was displayed by the Turkish distributor for the U.S. builder. The U.S Department of Commerce Pavilion at the fair displayed many products from the United States and drew large crowds of visitors daily.

(Above) Bound for Moscow via London is this shipment of 985 live mink valued at $100,000 and raised in Denver, Colorado. The animals will be used for breeding when delivered by jet cargo clipper in Russia. (Below) A special container houses a shipment of 60 germ-free rats bound for England from Wilmington, Mass. A plastic bubble is inflated with sterile air and a battery operated blower maintains temperature.

Belgium's economic expansion slowed down during third quarter; industrial activity increases

Metal, construction, electrical, chemical industries set pace; full employment continues, demand for consumer goods strong

Belgium's economic expansion slowed during the third quarter of 1963. Industrial activity increased 5% over the like period of 1962, paced by the metal products, construction, electrical and chemical industries.

Demand for consumer goods, both domestic and foreign, was strong. There were also indications that demand for investment goods might be picking up. Virtually full employment continued, with resultant pressures on wages and retail prices.

Foreign trade gains

Imports by the Belgium-Luxembourg Economic Union (BLEU) totaled $1.2 billion, up 13% from third quarter 1962, while exports were $1 billion, 17% above the like 1962 period. For the first 9 months of 1963 BLEU imports and exports were roughly in balance at about $3.5 billion each, both having increased by 10% over 1962. Owing to this favorable situation BLEU's 1963 trade deficit may be only about $100 million, compared with roughly $240 million in 1962.

BLEU imports from the U.S. for the first 8 months of 1963 were $301 million, only 0.4% over the January-August 1962 level. As a result, the U.S. share of the BLEU market declined from 10% to 9%. First 6-months' BLEU imports from the U.S., in comparison with the like period of 1962, showed increases in jewelry and imitation jewelry (100%); mineral products (59%); common metals and manufactures (42%); chemical products and pharmaceuticals (21%); and processed foods, beverages and tobacco (5%). Decreases included unprocessed agricultural products (30%); transportation equipment (21%); textiles (17%); and machinery and electrical apparatus (16%).

To harmonize its individual tax system with the goals of the European Economic Community, the Belgian Government announced that a new tax would go into effect on January 1 for iron and steel, nonferrous metals, metal manufactures and plastic products. Under the new system, a one-time, lump-sum tax of 13% will be imposed on these products, both domestic and imported, instead of the former 6% transmissions tax that was imposed each time the item in question changed hands. The tax will be imposed on sales at the wholesale level.

Current orders may be exempted from the new tax, while some categories of investment goods such as machine tools may be indefinitely excluded from it. Like the former tax, the new tax will also be fully remittable on Belgian exports.

Coal stocks off

Coal production for the third quarter 1963 fell to 4.7 million metric tons, compared to 4.8 million metric tons in 1962. The January-September 1963 total was 15.6 million metric tons, only 61,000 metric tons over the similar 1962 period. Lack of manpower continued to be one of the principal problems in the coal sector.

Pithead stocks were down to an all-time low of 440,000 metric tons in October. The Goverment authorized an additional 200,000 metric tons of coking coal to be imported in 1963 from any source in order to increase stocks.

Belgian 1964 coal production will probably equal the 1963 total of about 21 million metric tons, and the program of closing marginal mines may come to a halt or at least be curtailed. Governmental subsidies to the mines for 1964 may be further reduced to $1.2 million, compared with $2 million in 1963. Coal miners will get a 3% wage increase on May 15. Beginning January 1 the coal industry's work year became a uniform 50 work-weeks of 40 hours each throughout the country.

Business as usual

New orders in the iron and steel industry for the first 9 months of 1963 were at about the same level as the like 1962 period. This year's level was sustained only by an increase in Common Market and other foreign orders, which more than offset a 4% drop in domestic orders. Crude steel production for the first 3 quarters of 1963 was about 5.5 million tons, less than 1% above the comparable 1962 period.

While orders and production reached levels approximating those of 1962, prices and profit margins declined, resulting in a proposal before the European Coal and Steel Community for emergency action to halt imports of "cheap" steel products, particularly from Japan, the United Kingdom, Austria and Iron Curtain countries.

Increased orders for ships, military aircraft and rolling stock improved the situation in the metal manufactures sector. Orders and deliveries picked up after a slow first quarter start, although deliveries declined in July and August owing to seasonal factors.

Nonferrous metal production for the first 8 months of 1963 was generally higher than in 1962. Copper production amounted to 172,702 metric tons, up 25%; lead at 69,754 metric tons was 21% higher; and tin reached 6,540 metric tons, 4% above the earlier period. Zinc production decreased 4% to 136,500 metric tons. Copper and lead prices remained unchanged, while tin and zinc prices rose.

Sources

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Increased demand stimulated chemical production, reducing chemical stocks below normal levels. Increased coal briquette production resulted in excellent pitch sales, and tar distilleries could not keep up with demand. Consumption of sulfuric acid remained high and export demand for fertilizers increased. Domestic demand for medicaments rose, although foreign demand appeared to have slackened. Demand for organic products improved, and the plastics sector remained optimistic about future activity. The notable exception to this favorable picture was photosensitive products.

The textile sector showed basically little change in the third quarter. Although the industry continued at a satisfactory pace, rising production costs kept profit margins narrow.

Deliveries of sheet glass for August were at the highest level of 1963. Sheet glass exports for the first 9 months of 1963 totalled 184,151 tons, valued at $28.6 million.

Despite a serious labor shortage estimated at approximately 10,000 workers, construction activity remained very high during the third quarter, with production in July and August being above 1962 levels. The improvement was notable in the industrial and commercial building sector. However, activity in the private sector as a whole softened, reflecting a drop in residential building.

Construction permits granted during the first 9 months of 1963 were at the lowest level since 1958.

Production of cement, porphyry and crushed limestone continued to reach record figures.

Electricity output for the first 9 months of 1963 was 13.9 billion kilowatt hours, 10.6% higher than in 1962.

Labor shortage

The total number of unemployed at the end of September 1963 was 31.5% lower than at the corresponding date in 1962. As labor shortages continued in such industries as construction, textiles and coal mining, the drive to recruit foreign labor was stepped up. During the first 8 months of 1963 more than 14,000 work permits were granted, compared with 15,400 for the entire year of 1962, 5,200 in 1961 and 3,500 in 1960.

Employees of the government and parastatal organizations received a salary increase of 2.5% on December 1. At the same time pensions, unemployment benefits, family allowances, and other social security benefits also rose 2.5%. The increase was occasioned by a rise in the official retail price index (1953 = 100) above 115.50 for 2 straight months—115.54 in September and 116.02 in October. The Government wage increase was expected to cost an extra $40 million per year.

Government receipts for the first 9 months of the year totaled $183.2 million, $31.6 million greater than estimates and $15.9 million greater than the like period in 1962. However, year-end totals are not expected to show as great an improvement over last year.

Investor lassitude toward public bonds turned the Treasury to raising money abroad. Following the general trend of rising interest rates during the third quarter, the National Bank of Belgium raised its discount rate from 4% to 4.75% at the end of October. This was the second increase within recent months, the rate having gone from 3.5% to 4% in July.

The public debt stood at $8.7 billion on August 31, as opposed to $8.5 billion at the beginning of the year, although there was a slight decline during the third quarter. The volume of banknotes in circulation increased from $2.75 billion at the beginning of the year to $2.94 billion by the end of June, with a slight decline to $2.93 billion by the end of September.

Demand deposits and postal checking accounts levelled off.

Airway control center

The headquarters of EUROCONTROL opened in Brussels on September 1. This international agency controls traffic in the upper airspace (above 20,000 feet) over Common Market countries and the United Kingdom.

SABENA's operations during 1962, reported during the quarter, resulted in a deficit of approximately $9.4 million, compared with a 1961 deficit of $7.8 million. The deficit was covered by a reimbursable advance from the Government.

The 1963 wheat crop has been estimated at 750,000 metric tons, slightly below normal. As production was insufficient for domestic needs, imports were expected to total about 450,000 metric tons.

The total feed-grain crop of 993,000 metric tons was also lower than last year's crop, due to damage caused to winter grains. Imports amounting to 1.4 million metric tons are expected to cover the deficit.

Sugar beet production was 2.3 million metric tons, representing some 355,000 metric tons of sugar. As of September 1, after a long period of restriction, the Ministry of Agriculture permitted the importation of "extra" grade pears from third countries.

October steel trade rallies to '63 high

Imports of steel mill products already above all-time record

U.S. exports and imports of steel mill products moved up in October after a September decline.

The U.S. Department of Commerce reported that October exports totaling 212,000 net tons were the highest of the year, a 30.9% increase over the 162,000 tons exported in September. About half of the steel exports are supported by AID-financed purchases.

Principal items affected by the increase are sheet and strip, semi-finished shapes, and pipe and tubing. The October exports bring the total for the first 10 months of this year to 1.74 million tons, a 5% increase over the 1.66 million tons exported in the same period of 1962. Exports for the full year of 1963 are expected to total about 2.1 million tons, only slightly higher than the 2 million tons in 1962.

October imports of steel mill products totaled 550,000 tons, up 16.8% from September figure of 471,000 tons. Increases were noted in almost all product categories, particularly wire rods, structural shapes, semi-finished products and pipe and tubing.

Record total

Total imports of steel mill products in the first 10 months of this year were 4.5 million tons, indicating an import total of about 5.5 million tons for the year, a new record. The previous high was 4.4 million tons in the strike year 1959.

Imports of semi-finished steel are running 32.7% higher. Much of this is imported from Canada, rolled into sheets or formed into automotive parts in the U.S., and reexported to Canada. Receipts from Canada accounted for 98% of total imports of semi-finished steel products so far this year.

U.S. recognizes Dominican regime, but AID program remains suspended

Sharp decline in sugar industry affects entire economy; junta boosts private investment, but economy stays sluggish

There was little change in the climate for trade and investment in the Dominican Republic during the third quarter prior to the September 25 coup.

Although one of the principal stated objectives of the civilian junta was an improved investment climate, the immediate results of the coup were an increase in uncertainty, particularly when the suspension of U.S. economic and military assistance was emphasized by the withdrawal of Agency for International Development (AID) and Military Assistance and Advisory Group Personnel.

On December 14, 1963, the U.S. granted official recognition to the 2½-month old provisional government of the Dominican Republic after it had issued an election timetable for a return to representative government. Economic assistance, however, is still being withheld and there is no indication when it will be renewed.

The lack of economic assistance has caused a substantial curtailment in imports and a slowdown in development programs, but now there should be an improved climate for both trade and investment, which had also largely depended on U.S. diplomatic recognition.

The new Dominican Government, headed by a 3-man junta until new elections can be held, has declared that it will follow an anti-communist, pro-Western foreign policy. The junta appears to place greater emphasis on stimulating private investment and less emphasis on government austerity than the Bosch Administration; otherwise, no great difference in the economic policies of the 2 Governments has become apparent to date.

Hurricane damage

In early October hurricane Flora caused considerable damage to some crops, roads, bridges and homes in the southwestern part of the country, creating emergency relief problems. On the other hand, Flora raised hopes for record sugar prices next year due to the heavy damage to Cuban cane.

The Government-owned sugar industry ended its 1962-63 grinding season with a sharp decline in production compared to previous years. The performance of the economy in general was disappointing in the third quarter. Unemployment remained at a high level, as both private and public investment were too slow to absorb much of the unemployment created by the dead season in the sugar industry.

Legislation, proposed early in the third quarter, such as a new confiscation law and a provision for a tax on the increase in value of property through state action, produced such adverse reaction among property owners and businessmen that they had not been passed by the time of the coup.

Industrial incentive

A new industrial incentive law, however, drafted shortly before the coup, was promulgated by the junta in virtually the same form. The new law clearly appears designed to stimulate domestic investment more than foreign investment. It grants few powers to the Government that it did not already have.

Applications of firms which will provide competition for existing firms will probably be denied, especially if the existing firms are government-owned, and this covers a wide range of business.

The free port zone at Puerto Plata created on July 4 has not begun operations, since no regulations implementing the law creating it have been issued. No individual or Government agency has been designated to administer the free zone and no contracts have been signed to operate in it. The junta has given no indication as to whether it will proceed with the plan.

Exports during the first 7 months of 1963 (the latest data available) amounted to $107 million compared to $106.9 million for the same period last year. Slight increases were registered in the export value of sugar and sugar byproducts, cacao and cacao products, and tobacco.

There were declines in the value of other principal exports such as coffee, bananas and bauxite.

Imports amounted to $80 million during the first half of 1963, compared to $51.9 million during the first half of last year. However, the outlook for increased U.S. exports to the Dominican Republic in the immediate future is uncertain since a substantial part of these exports prior to the coup were financed by AID loans or grants.

Opportunities for increased U.S. exports during the next few months will probably be in the foodstuffs line.

The only new foreign loans negotiated during the third quarter were a $6 million loan from the Inter-American Development Bank (IDB) and a PL 480 loan. The IDB loan was to help finance a livestock and poultry development program in the Dominican Republic. The PL 480 agreement was to have financed the importation of 50,000 tons of rice, 10,000 tons of corn, and 2,750,000 pounds of tobacco. Imports under this agreement were suspended on September 25, but their renewal is currently under discussion.

There were no changes in monetary policy during the third quarter and there are indications that the junta will continue the anti-inflationary monetary policy begun last November under the Council of State and continued under the Bosch Administration.

A group of Dominicans created a private commercial bank, Banco Popular Dominicano, in August, with a paid in capital of $516,550. Additional stock is being offered for sale to the public and the bank hopes to be in operation by the end of the year. There is only one other privately-owned Dominican bank in the country, the others being branches of foreign banks or Government-owned.

Sound position

The position of the Central Bank was fairly sound at the end of the third quarter. Although gross reserves declined from $34.4 million at the end of June to $31.1 million on September 30, commercial arrears had been substantially reduced from $27.7 million at the end of June to $22.4 million on September 30.

Harvesting of the 1963-64 coffee crop began in October. In spite of labor shortages and some damage from hurricane Flora an excellent harvest is expected. It is estimated that 40,000 metric tons will be produced, compared to about 34,000 metric tons in 1962-63.

The drop in sugar production due to labor difficulties and other factors has caused considerable speculation as to whether the Dominican Republic will be able to fill its commitments to the U.S. for 1963. During the first 8 months of 1963 production at Azucarera Haina, the Government-owned and largest sugar mill in the country, dropped by over 20% and it had losses of more than $7 million. Losses for the year are expected to exceed

$19 million. There are high hopes that the new manager of the company, appointed by the junta, will be able to improve the firm's efficiency.

Tobacco growers are having difficulty selling their tobacco and many have defaulted on loans from the Agricultural Bank. Buyers are reportedly being very selective in their purchases. High prices last year encouraged a large increase in production, much of it of inferior quality. Moreover, good crops in other countries have reduced the world market price this year.

Credit co-op

A new institution (Institute for Cooperative Credit and Development) has been organized by the junta to provide credit and technical assistance for cooperatives. The former Secretary of Agriculture under the Council of State, an expert on Cooperatives, has been named to head the new organization. The junta has also recognized the importance of cooperatives by introducing cooperative training into the public schools.

Unemployment was at a very high level during the third quarter, which is seasonally slack. The Government Information Office reported that of the economically active population of about 1.3 million, 399.600 were classified as unemployed.

No new government programs were undertaken during the third quarter to cope with the problem.

Prices continued to increase and may rise at an even faster rate in the immediate future. The payment of bonuses to the sugar workers and Christmas bonuses to Government emp'ovees may add to the inflationary pressures.

Damage to agricu ture and roads and bridges in the southwestern part of the country and suspension of imports of PL 480 commodities, if continued, will reduce supplies.

Charities continued

The charitable organizations Caritas, CARE, and Church World Services, however, are continuing their distribution of PL 480 Title III food, and have provided a considerable part of the emergency supplies sent to the southwest.

Construction continued to advance during the third qaurter, the value of private building construction for which permits have been granted being higher than that for any previous quarter in 1963.

Consumption of electricity has increased to such an extent that the present 75,000 k.w. capacity of the Dominican Electric Corporation has been insufficient to meet demand. The increased demand has been attributed to the number of new industries established during the year, most of which are small family establishments.

The only sizeable new industry inaugurated during the third quarter was a vegetable oils factory, employing about 150 workers and producing cottonseed oil and soap stock. It received a $20,000 loan from the Industrial Development Corporation.

The Industrial Development Corporation also announced a plan to develop minor metallurgical industries and invited potential investors to apply to its Department of Investment Promotion for financing and technical assistance. Nineteen different types of factories are included in the plan, among which are those for the manufacture of wire, concrete reinforcing rods, electric refrigerators, stoves, kitchen utensils, metal furniture, tools, agricultural equipment and bicycles.

Although there was a slight increase in the number of tourist arrivals in the first 9 months of 1963—36,322 compared to 31,799 during the same months of 1962—the development of the tourist industry has been disappointing.

Booming Belgian oil sector plans further expansion

The Belgian petroleum industry, almost entirely located in or around the port of Antwerp, has in recent years grown at a steeper rate than any other industrial sector. Today, in terms of capital investment, it is one of the leading Belgian industries.

There are 6 refineries in Belgium and output, which was only 402.5 thousand tons in 1950, has now reached over 8.5 million tons for 1962. There are 5 major oil companies involved in the operation of these refineries. By the end of 1963 the capacity will have been substantially increased. One company has added equipment which will more than double its refinery's capacity.

Exploration development permits issued increased materially in 1960. By 1962 quite a number had been issued, while a number of permit applications have not officially been approved. All indications are that they will. During 1963 additional applications for exploration have been submitted.

The expansion of the Belgian exploration development and refining industry is continuing. Two oil companies have obtained concessions for industrial zones alongside the new docks scheduled under the 10-year plan for the expansion of the port of Antwerp.

French air industry completes several international deals

German Air Force buys transport
U.S. firm gets 6 light carriers
Trans-Canada turns down Caravelle

Several recent developments involving the French aviation industry have considerable international significance.

Prospects for the French-German Transall brightened in October when the German Federal Republic announced that it would definitely adopt the twin-turboprop cargo plane. This decision is expected to bring 110 orders for the Transall from the German Air Force. The French Air Force has already ordered 50 Transalls.

The Concorde, the supersonic transport being developed jointly by the French and British, has over 30 reserved delivery positions to date. There are indications that the development of the engine for the Concorde will be carried out cooperatively by Pratt and Whitney, Bristol Siddely, and Société Nationale d'Etudes et de Construction de Moteurs d'Aviation (SNECMA).

Work is moving forward on 2 other new French aircraft. It was announced in October that the Potez 840, a short-range turboprop transport accommodating 24 passengers, will be equipped with 6 Pratt and Whitney engines built by United Aircraft of Canada. The Balzac VTOL, a jet-lift research aircraft, is expected to begin flight tests soon.

In the U.S. market, Nord Aviation has been negotiating with Lake Central Airlines for the sale of 6 Nord 262 aircraft. If the U.S. carrier is satisfied with this French twin-engined light transport, an order for 6 more is likely.

In Canada, Sud Aviation recently failed in a strong bid to win for its Caravelle an important Trans-Canada Air Lines order for short-to-medium range jet aircraft. The order went to the Douglas Aircraft Company for six DC-9s; it is expected that 30 to 40 of the twinjets will be needed by Trans-Canada over the next several years.

In another international development, the Australian Government has taken an option on 40 of Dassault's Mirage III supersonic fighters, adding to the 60 planes of this type it had previously ordered.

Poor weather conditions fail to lower Paraguay's export rate

Staple foods hurt but cotton harvest highest since 1954; imports for three quarters remain unchanged from 1962 period

In spite of adverse weather that damaged wheat, sugar, and corn, and an almost complete stoppage of river shipping resulting from a low water level, Paraguay's total exports are keeping ahead of their 1962 pace. General business activity has remained steady, while many changes in transportation and industry have developed.

Frost, drought, and damaging rains during the third quarter hurt mainly the staple foods: wheat, corn, fruits, and vegetables, although near normal harvests of mandioca and rice were expected to cushion the loss. The small farmers, many of whom may be unable to replant lost crops, will probably feel the worst effects.

A PL 480 agreement to buy 25,000 tons of wheat for $1.7 million to fill food needs was signed on November 14.

The main commercial crops were not significantly affected by the weather. The 1963 cotton harvest, which was completed during the third quarter, totaled 40,000 metric tons, the highest since 1954 and 20% above the 1962 crop.

During the first 3 quarters, 7,776 tons of fiber from an estimated total of 9,000 tons for all of 1963 were exported, as opposed to 6,961 tons for all of 1962.

August frost damage to the sugar crop was moderated by subsequent dry weather that allowed for maximum salvage. Total production of over 34,000 tons was only 5% shy of the early estimate of 37,000 tons and exceeded 1962's 32,886 tons.

Tobacco exports for the first 9 months of 1963 were 36% under those from the corresponding 1962 period, as much of the former acreage had been put into cotton.

Frost damage to tung blossoms is expected to limit the 1964 tung nut output, but the 1963 harvest is considered larger than that for 1962. The yerba mate industry is suffering from the depressive effects of rather high production in Argentina.

Trade jumps

Exports increased vigorously in the third quarter, totaling almost $11.5 million in value and exceeding third quarter 1962 by 23.8% and second quarter 1963 by 34.4%. Total exports for the first 3 quarters were $2 million above the corresponding 1962 period. The trend probably continued during the fourth quarter, as the movement of products had been delayed owing to low water on the Paraguay River.

Imports of $8.5 million for the third quarter were up 7.3% over the third quarter of 1962, but were 1.6% below second quarter 1963. The U.S. share declined from 36.7% of the total during the second quarter to 33.3% in the third quarter. Total imports for the first 9 months of 1963 were virtually unchanged from the same 1962 period.

A most-favored-nation agreement was signed with the Benelux countries in mid-August.

Higher duties

Increased duties on such goods as pharmaceuticals and automobiles were imposed during the September-October period, and the embargo on textiles and cigarettes, and several other items, was lifted.

The taxable valuation on exported logs was lowered.

Industrial activity during the third quarter remained at the same general level as during the preceding quarter and was essentially at the same point as during third quarter 1962. The meat packing season resulted in 175,600 slaughterings, versus 170,000 in 1962.

Despite expectations of revival, Argentine demand for Paraguayan lumber has not begun to recover, and exports during the third quarter were below both the second quarter of 1963 and the third quarter of 1962. Nonetheless, 2 new sawmills were initiated in the Alto Parana region, and plans were announced for construction of a wood products plant in Asuncion (INTERNATIONAL COMMERCE, November 18).

Third quarter output in the quebracho industry attained a higher level than that for the second quarter, and an agreement was signed with Argentina giving Paraguay 22% of the export market. Cotton textile production declined slightly during the third quarter.

Geological investigations of the feasibility of mining iron ore are being conducted at the request of the Paraguayan Minister of Defense, and a private application has been filed for manganese exploitation in the Department of Paraguari.

The first Paraguayan Tourist Week was celebrated during October 3-7 as a reflection of efforts to attract tourists.

Early in November, Government officials pushed plans for an emergency dredging operation for Asuncion Bay, and work has begun. Low water levels combined with silt had caused several ships to run aground in the channel. By the end of August, ocean-going vessels could not reach Asuncion, and by October, river ships were carrying less than full capacity or trans-shipping further down river.

Plans for expansion of harbor and dock facilities have been discussed recently, one proposal being to locate some docks downstream from Asuncion.

In accordance with a special agreement signed in 1959, the site of a future free port for Spain at Villeta, which will include docks and storage facilities, was dedicated during the third period.

Emergency repair on the runway at Asuncion Airport temporarily halted most air traffic after a DC-8 sank into the runway on November 25. Braniff Airlines has cancelled 1 of its 2 weekly flights to Asuncion, a DC-7C run connecting with Buenos Aires to the south and the U.S. via La Paz and Lima.

Panair do Brasil will replace the Caravelle operating the twice-weekly Rio-Asuncion-Santiago flights with a DC-8. Lufthansa Airlines of West Germany is considering including an Asuncion stop on a proposed Boeing 720-B route from South America to Europe via New York.

Regular flights

This fall the new Lineas Aereas Paraguayas began regular flights to Rio de Janeiro via Curitiba and Sao Paulo and to Buenos Aires. Regular flights to Montevideo are expected very shortly. Lloyd Aero Paraguaya S.A. in early December announced the acquisition of a DC-4 and a Constellation to operate on its routes to Brazil and Argentina.

The Paraguayan Central Railway is preparing to purchase $5 million worth of locomotives, rolling stock, and rails, although no definite agreement has yet been reached with foreign suppliers. The Government of Paraguay expects work on the Brazil-Paraguay bridge across the Parana River to be completed by the end of 1963. Paving of the road running to the bridge from Asuncion had been com-

pleted for two-thirds of the distance as of December, and only about a month of work remained to be done on the Trans-Chaco road.

The possible construction of a bridge over the Paraguay River near Asuncion was discussed with the Argentine Government during the third quarter.

In December, plans were announced by Lettie and Sons, a Paraguayan tourist organization, to begin bus connections with Buenos Aires. This would be the first bus connection to that area.

Hydroelectric plans

Discussions continued during the third quarter on 2 proposed joint hydroelectric projects: at Guaira Falls on the Brazilian border and Apipe Rapids on the Argentine border.

Preliminary technical studies needed for the issuance of bid specifications on Paraguay's own hydroelectric project at Acaray Falls near Puerto Presidente Stroessner near completion in October. The first stage of the $24 million project is to provide a capacity of about 90,000 kw. and will take 5 years to complete.

Telex facilities were extended from Asuncion to Rio de Janeiro and Buenos Aires during the third quarter. RCA was awarded a $1 million contract to improve telephone and telegraph facilities between Asuncion and the rest of the world.

Net international reserves increased by a moderate $322,000 to a total of more than $2.6 million during the third quarter, though disposable reserves declined by $398,000 to $743,000 total.

Tax receipts during the third quarter were fairly steady at $869,300, and the money supply and price level showed little change over the preceding quarter. Government expenditures, totaling over $1.1 million for the third quarter, were up 42% over the levels of a year earlier and up 26% over the second quarter.

Bank credit was up by 8.5%, most of which was extended to the public sector.

A new tax law affecting income, inheritance, and certain other taxes was enacted during the third quarter after widespread public debate. No official estimates of the expected revenue increase has been issued.

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trade leads
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Universities offer courses in foreign trade

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Peer into the grey stone, vine dripped halls on the sweeping campuses of American colleges. Then meet Ossian MacKenzie. He is dean of the school of business administration at Pennsylvania State University, a man with a receding hairline notable enough so barbers, when he appears, hustle to chairs, flipping aprons to make way for a mark. In exchange, he has a smile that lights brilliantly, like desert springtime.

Ossian MacKenzie is a wartime ex-marine who was a success in business before he entered the professional field of education. He is a graduate of Montana University, received his master's degree at Columbia, his doctorate at Fordham, and then proved his economic principles at Allied Chemical and the Guarantee Trust.

These references, along with an affable, tender geniality, a microscopic understanding of collegiate deficiencies in international business curricula, rocket Dr. MacKenzie to respected leadership in appraising U.S. commerce classrooms.

"There are many signs," he said, "that universities are taking more interest in developing programs for men wishing to enter foreign trade. Temple is making big plans. So is Stanford. Indiana is offering a doctorate in foreign commerce and graduates will be in demand as much as a bachelor in Washington.

"Columbia is the grandaddy of us all. The University of Cincinnati started a well-rounded course at the beginning of this semester. There are dozens more.

"Classes in general business are effective for the man wishing to enter the international field," he declared, "but they are not enough."

MacKenzie recognizes teaching foreign marketing is difficult when students break on graduation to a hundred different countries. "Business is not accomplished the same in Norway as it is in Bangkok. We can give a feeling, but we cannot be specific on markets except in broad geographical areas or on wide principles."

He feels conversational language should be taught in elementary schools. "We waste college hours on a subject that is difficult at twenty years of age, but as simple as learning to like ice cream for youngsters."

A few hundred Penn State students, from a 20,000 enrollment scattered across fifteen branch schools, annually study abroad, although many varied reasons besides foreign trade prompt travel.

"An academic year overseas is rich therapy. Problems arise sometimes over difference in educational standards. Our students may be ahead of nationals; sometimes local young people lead ours. Like coins, it varies with each country."

Dr. MacKenzie, sitting on a sofa by a busy elevator on an upper floor of Washington's Hotel Mayflower, was often listened to for a few moments by arriving and departing guests. He was as oblivious as an astronaut's concern during flight over his television image.

"We do not like to say 'export.' We prefer 'international trade.' If the United States is involved, it is the responsibility of universities to prepare future leadership, whether the men reside here or elsewhere, whether we need salesmen in foreign lands or managers of subsidiary operations, or personnel to help licensees or to engage in surveying markets.

"You forget adult education," he said. "We bring to Penn State a sizeable number of thirty year olds every month, mostly nights, to study foreign trade. This is an obligation any professional group has to a community."

MacKenzie has recruited the assistance of deans at ten nearby colleges. They are Delaware, Bucknell, Maryland, Villanova, Franklin and Marshall, Rider, Wilkes, Scranton and Temple universities as well as Drexel Institute. Together, they work toward education in the varied mores of world commerce.

The name Ossian gives some trouble. It is an old family name, the dean says. It means a legendary Gaellic poet. When added with MacKenzie it means much more.

Peru's economic and investment outlook appears bright but country faces some problems

Higher Government outlays and land reform troubles offset impressive balance of international payments

The Peruvian economic picture during the 1963 third quarter was dominated by the advent of a new Government headed by a constitutionally elected President, Fernando Belaunde Terry.

When President Belaunde was inaugurated on July 28, Peru was in a state of watchful waiting and cautious optimism concerning the country's economic future.

The President moved quickly and surely to assure the financial and industrial community of his intention to maintain fiscal and financial stability and to proceed with a rational economic-development program. As a result, the economic and investment outlook appeared bright, the U.S. Embassy finds.

Largely reflecting strengthening commodity prices and a presumably higher rate of capital formation, especially through Government investments, the performance of the Peruvian economy throughout the first 3 quarters surpassed earlier expectations. The improvement in Peru's balance of international payments since June was especially impressive, and at the end of September exchange receipts had exceeded expenditures by $10 million, compared to a deficit of $8 million for the same period in 1962.

Record holdings

Foreign-exchange holdings reached a record $118 million in August and declined only slightly to $116 million by the end of October. At the same time the exchange value of the sol remained steady, as it has for more than 3 years. Based on such indicators as electric-power production and cement sales, the internal sector of the economy also developed satisfactorily within a framework of relative price stability.

Although the leading economic indicators point to the economy's sound health, several important factors are creating uncertainty regarding future trends and the investment outlook.

First is the problem of Government spending. While the gross national product in real terms has been expanding at about 3% per annum during the past decade, ordinary budget expenditures have grown by about 15% annually.

The ordinary draft budget for 1964 is 21% higher than the real outlays for 1963, and the Government has called for 7 new taxes, 2 of which were enacted in early December.

A budgetary imbalance of as much as $45 million is expected for fiscal 1963, and in September the Treasury used Central Bank loaning facilities for the first time since 1959.

The requirements for financing development works, social services, and reform programs in Peru are extremely high. However, the Government must be careful that the tax structure does not discourage new investments or restrict profits to a level that prohibits adequate reinvestment.

Land reform

A second area of uncertainty is agrarian land reform. There seems to be general agreement among the 3 major political parties regarding the desirability of raising agricultural productivity and thus increasing farm living standards through a more equitable distribution of land.

Nevertheless, the Congress has not yet approved a reform program, and the delay has resulted in a number of illegal invasions of private lands by Indian communities. The Government has only decreed the expropriation of about 175,000 acres of grazing and farm lands in the Central Sierra, and is attempting to secure international backing for agrarian reform bonds.

The main focus of the Administration's agricultural development plan is on agricultural credit to assist small and medium-sized farms and to help maintain or increase production in newly colonized areas and regions once land has been distributed.

The current uncontrolled land invasions may reflect adversely on the Government's ability to safeguard private property, a requisite for maintaining a favorable investment climate.

Many local businessmen fear that the demands for increasingly higher wages and fringe benefits, the new power of the Ministry of Labor to rule on working conditions as well as wage rates, and an intensification of jurisdictional disputes between competing unions could undermine the environment for business expansion.

A fourth problem bearing on the Peruvian investment climate is the dispute between the International Petroleum Company and the Government concerning the share of profits which each is to receive from the oil company's operation. Negotiation's between the 2 broke down early in the fourth quarter and the administration submitted a law to Congress, but no measure has been approved yet.

Thus, the generally favorable tendencies provided by a stable, growing, diversified economy could be jeopardized by a failure to deal effectively with current political and social problems.

Influenced principally by a favorable balance of international payments, the money market underwent a moderate expansion during the third quarter. Central Bank credit rose by 2% for the first 8 months, and commercial bank loans outstanding expanded by 11%, compared to 9% for the corresponding period in 1962.

Monetary expansion has been moderated, however, by demand deposits becoming a smaller share of total deposits while money in circulation outside the banking system has increased.

Other financial developments include the issuance of a decree authorizing the Government to acquire the private agency which for many years was in charge of tax collection and the administration of government monopolies, and the promulgation of a second decree requiring that all future deposits of fiscal funds be made in Government development banks instead of commercial banks, as was the practice.

Trade index, exports up

During the third quarter, prices for international commodities, including Peru's cotton, silver, lead and zinc, continued to firm, with the Finance Ministry's unweighted terms of trade index rising to 132 in September, up from 97 a year earlier.

Sales at the end of the third quarter were at $400 million, 1% ahead of 1962, and the possibilities appear favorable that 1963 exports will exceed last year's record. On the import side, purchases

through September rose 4% to $412 million, creating a trade deficit of $11 million, compared to a surplus of $150,000 for the same 9 months of 1962. However, their composition suggests that a large part of the imports are capital goods being financed on a long and medium-term basis, so the negative trade balance has not adversely effected Peru's balance of payments.

Peru's fishmeal exports for 1963 will probably exceed slightly the 1.07 million tons sold abroad in 1962, despite curtailed fishing for extended periods due to a fishermen's strike in early 1963 and a scarcity of anchoveta for several months in the third quarter.

With the demand for fishmeal growing satisfactorily over the past 5 years and new markets developing, the underlying market tendencies for fishmeal and its related industries are basically sound.

Nevertheless, a situation of market stringency developed in the quarter. The difficulty seems to have resulted from such a rapid expansion of the industry that its financial resources have been heavily overextended. Experts estimate that only about 20% of a total investment of approximately $185 million is represented by equity capital, while the remaining 80% is constituted by credits from banks, national and foreign suppliers, and national financing firms.

Production costs have also increased substantially even though sale prices have held firm.

Two steps have been taken to ameliorate current conditions. A coordinating committee has been formed to propose corrective long-term action and cope with some of the industry's immediate problems, and a $10 million loan granted to the Banco Industrial by a U.S. bank will enable it to grant consolidation loans to the fishmeal industry.

Tax holiday

In another area of the fishing industry, the fish canners, hard-pressed due to a shrinking export market, were granted a 5-year tax holiday.

During the quarter, the Belaunde Administration undertook vigorous efforts to expedite and expand a nationwide development program. In addition to submitting the land-reform bill to Congress the Government also initiated a program to encourage and support self-help efforts of rural villages, and made moves to speed up the pace of development in education, roads, airports, public administration, taxation and national economic planning.

A number of loan approvals by U.S. agencies were announced, including credits aggregating $7.9 million to the Government-owned Corporacion Peruana del Santa to help double the generating capacity of the company's Cañon del Pato hydroelectric sation on the Santa River.

New plants set up

The Public Works Ministry reported that during the 12-month period ending in July, 500 new manufacturing plants were established in Peru, representing an investment of about $15 million and providing employment for 10,000 workers. Two of the new plants going into operation during the quarter were a particle-board factory at Tingo Maria and a plywood plant at Pucallpa, both in jungle area east of the Andes.

Compania Minera Bayovar, a new entity formed earlier in the year to undertake the development of the phosphate and potash deposits of the Sechura desert in northern Peru, began carrying out technical studies and estimates that preoperation costs will be more than $25 million.

S. African tire, automotive plants due to expand

General Motors, Firestone, Ford, Studebaker and VW plan heftier production

With the level of economic activity in the Republic of South Africa rising, several U.S.-owned or affiliated firms located in that country have decided to undertake substantial expansion programs in existing plant facilities. The plans announced by firms in the automotive field are particularly noteworthy.

Recent announcements by General Motors and Firestone that they will expand their productive facilities brought the total of new investments announced during the past 4 months by U.S.-associated auto and tire manufacturing firms operating in South Africa to upwards of $56 million.

The 2 announcements followed news of expansion plans by the South African subsidiaries of Ford, Goodyear and SAMAD, a joint subsidiary of Studebaker and Volkswagen.

All the expansion activities will take place in the Port Elizabeth-Uitenhage area of the Eastern Cape where the bulk of the 5 firms' existing industrial facilities in South Africa are located.

The General Motors' program calls for a $33.8-million expansion of its Port Elizabeth operations. Of this, about $29 million is earmarked for building and equipping a new plant to manufacture automobile engines. The GM expansion program is the largest of the 5 and will almost double GM's total investment in South Africa.

The Firestone expansion program will involve the investment of $7 million. The plan calls for construction of factories to produce large earthmover tires and to treat locally-produced nylon tire cord.

Like General Motors, the bulk of the Ford and Studebaker expansions will be directed toward developing facilities for the local production of automobile engines. The Ford program calls for the investment of $11.2 million, while Studebaker says it will spend "several million" dollars.

All 3 firms have indicated that they expect to start production of engines by the end of 1964.

The Goodyear expansion, announced early in October, calls for the expenditure of $4.2 million to permit the manufacture of larger-sized tires for tractors, bulldozers and earthmoving equipment.

West Indian Airways to buy 3 Boeing jets

The proposed purchase of 3 medium-range Boeing 727 Jetliners by British West Indian Airway (BWIA) was approved recently by the Government of Trinidad and Tobago. The transaction will amount to $19 million including spare engines, parts, and support equipment. The new planes are to be introduced on BWIA's Miami-Caribbean routes early in 1965, and on the New York-Trinidad service shortly thereafter.

In another recent acquisition, BWIA purchased 4 Vickers Viscounts from Britain's British Overseas Airways Corporation (BOAC). The planes had previously been operated by BWIA on its Miami-Eastern Caribbean routes under a hire-purchase arrangement with BOAC.

When the new planes go into service, BWIA's fleet will include 3 Boeing 727 Jetliners, 4 Vickers Viscounts, 3 DC-3s, 2 De Havilland Herons, and 2 Beechcraft Bonanzas. The airline also has charter arrangements whereby it operates BOAC-owned planes on 4 flights each week to New York and twice-weekly flights to London.

Nicaraguan economy continues to enjoy brisk rate of growth

Third quarter report indicates significant export, import increase; cotton heads exports

Through the third quarter of 1963, Nicaragua continued to enjoy good economic and business conditions, the U.S. Embassy reports. Virtually all sectors of the economy were experiencing further growth.

Available data indicate that Nicaragua will enjoy another significant export increase during 1963. While only limited information is available from the Customs Bureau, Central Bank of Nicaragua figures show that exports through the third quarter of the year exceeded $84 million. The total for all of 1962 was $90.2 million, according to Customs data.

Cotton continues to be the leading export with shipments through September valued at nearly $40 million, up from a total of $31.2 million in 1962.

Coffee shipments, which were $15.5 million in 1962, were valued at $17.1 million through third quarter 1963. In addition, soluble coffee exports were $3.1 million at the end of the quarter as compared with $3.7 million in 1962.

Imports through the quarter, excluding invisibles, were above $61 million, a rise over the same date last year.

Trade pattern shifts

Patterns of trade continue to change with the opening of a flour mill and machete factory. The latter, organized with 51% Central American and 49% German capital, is manufacturing 2,400 machetes daily in 2 shifts for the Central American market, and importing raw materials from West Germany.

Wheat for the flour mill is being imported from the U.S., but imports of most types of flour will be virtually stopped by a tariff increase.

While final information is not yet available, it now appears that the U.S. share of the total Nicaraguan market may diminish this year, with the United Kingdom one of the principal gainers. Machinery for the Gemina flour mill was supplied by British sources. Japan is also increasing its sales to Nicaragua.

Businessmen in Managua again reported excellent sales. Agricultural equipment and supplies are selling especially well as Nicaragua plans another record cotton crop, and general sales are up as the result of what appears to be another record year for exports, if weather and the world market for cotton and coffee continue favorable.

The Government continues to maintain the relatively high reserve requirements established for banking institutions during the first quarter of the year. While these policies have restrained credit expansion, they have been a major factor in holding down inflationary pressures in the expanding economy.

In keeping with the seasonal pattern, gold and foreign exchange holdings dropped to $31.6 million during the quarter, including $8.5 million in drawings against the $11.25 million stand-by agreement with the International Monetary Fund, but were above the $23.3 million level of September 1962. The latter figure included a $4.5 million draw against the IMF stand-by agreement.

Tax collections up

Third quarter tax collections, exclusive of customs charges and the consumption tax on refined petroleum products by the Tax Office, increased 31% over the same period of 1962. Income tax collections were up 44% and telephone service taxes were up 48%.

No new taxes were imposed during the period, and while a portion of the increased revenues is the result of economic growth, much can be attributed to improved tax administration.

The anticipated over-all increase in imports for the year, and the resultant increase in customs revenue, as well as more effective administration in the Tax Office should provide the revenues needed to finance the national budget increase of 30 million cordobas ($4.3 million) this year and permit Nicaragua to participate more fully in the programs of the Alliance for Progress.

Crops damaged

A prolonged drought damaged certain crops in the Manauga area and Nicaragua will probably find it necessary to import significant quantities of corn and rice. In some areas, 80% of the first corn crop was reported destroyed and the rice crop has also been hurt.

The second and more important corn crop, however, appeared to be receiving sufficient rainfall. The drought has also adversely affected pasture land.

The major cotton areas of Chinandega and Leon have had sufficient rainfall and, with increased plantings, the 1963-64 cotton crop should set another record, barring unfavorable weather conditions.

The Coffee Growers' Cooperative has been increasingly active in pressing for a government-supported coffee research institute to assist in increasing low Nicaraguan yields and grading coffee to obtain better export prices for high quality. The Cooperative has also been seeking government support for an agricultural mortgage bank as a source for crop loans and debt refinancing.

A slight increase in sugar production is anticipated in response to the higher world price. This is largely the result of more intensive cultivation, and no large increases in plantings are expected without more assurance of a permanent market.

Industry expansion

Chicago's Booth Fisheries purchased the Casa Cruz property at El Bluff in which the Nicaraguan Industrial Promotion Office (INFONAC) will hold at least 10% of the stock. Total investment in the shrimp processing plant is expected to be near $400,000. Operations began with 30 boats and will guarantee large employment in a generally depressed area.

METASA, the Nicaraguan metal fabricating firm, opened a new plant with a capacity of 25,000 tons of galvanized ¼- to 4-inch pipe and conduit yearly. The plant represents an investment of $1.7 million and is designed to supply the Central American market, with 180 workers operating in 3 shifts. Japan has been a major supplier of steel to the plant and Japanese interests have recently purchased METASA stock.

The Aceros de Nicaragua, S.A. factory in Managua plans to manufacture iron rod for the Central American market. The plant will employ 120 workers in 3 shifts. Investment is estimated at $214,000.

The Government's INFONAC opened a New York promotion office in the Union Carbide Building on Park Avenue to attract U.S. investment capital. El Salvador has also opened a promotion office in New York and the 2 offices will merge with the Central American Common Market office when it opens in New York.

OPTIMISTIC OUTLOOK

Salvadoran business activity brisk; growth of investor interest, new industry noted

1963 exports running 8% above previous record; nation is most active trader in new common market

General business activity in El Salvador continued brisk during the third quarter, and imports may have registered slightly higher volumes than during the preceeding 3 months.

The relatively favorable prices received for export commodities, easier credit and the favorable employment situation all helped generate a feeling of optimism, the U.S. Embassy reports.

Dealers in construction materials reported particularly good sales. On the other hand, grocers and dealers in small hardware items, record players and radios complained that business was down. Lagging sales of the latter 2 items probably reflected heavier purchases of such goods made before increased import duties on luxury items went into effect in June.

El Salvador's exports for the third quarter were valued at $31.6 million, down seasonally from the previous quarter but higher than the comparable 1962 period. Record-breaking exports in the first 9 months of the year were valued at $129.8 million—8% higher than the previous record 9-month period in 1957.

Imports high

Unusually high third-quarter imports of $40.6 million raised the 9-month total to $108.7 million. The U.S. share of the country's imports during the second quarter was 35%, just under the 36% share registered in 1962 and higher than the first-quarter 30% figure (third-quarter figures not yet available).

In inter-area trade in the first quarter (the latest period for which data is available) El Salvador was the largest importer—buying $6.7 million worth or 45% of the total intra-Common Market exports. During the same period the country supplied goods worth $5.3 million or 35% of the area's Central American imports.

There were no significant changes in the country's financial situation during the quarter. Net international reserves declined seasonally to an estimated $49.6 million at the end of September—50% higher than that for the corresponding month in 1962, and a drop of only $3.7 million from the preceding quarter. In all probability, the full effects of the third quarter's record imports on foreign-exchange reserves will not be felt until the last quarter.

Government revenues totaled $56.3 million for the first 9 months of the year, up about 5% over the comparable 1962 period. During the same period, Government expenditures were $53.4 million leaving a surplus. For the year as a whole, a deficit of $2.4-$3.2 million is now expected compared with the approximate 1962 deficit of $2.4 million.

Farm loan signed

An agricultural loan agreement between the Governments of the United States and El Salvador was signed during the quarter. The Agency for International Development will loan about $5 million for supervised agricultural credit, $1.9 million for livestock improvement and $1.6 million for irrigation and soil conservation.

Increased cotton plantings continued as pected to be another record one. The 25% for the year). Despite some reports of rain damage, the 1963/64 crop is expected to be another record one. The possibility of establishing a new Cotton Research Institute continued, but no definite plans have been made public.

Coffee exports for the third quarter were valued at $128.8 million compared to $128.4 for the 1962 third quarter. The problem of locating a market for surplus coffee continued. The country appears to have solved its 1962/63 problem, however, by shipping about 100,000 bags to Japan, a new market, according to Compania Salvadorena de Cafe.

There are firm plans for increasing the milling capacity of at least 2 of the larger sugar mills in El Salvador, but these improvements will not take place in time for the 1963/64 harvest. Also, the export market for molasses has received more attention recently and exports will probably increase in the future. This will undoubtedly aid the local panela industry by strengthening prices of that product.

Investor interest

The growth of investor interest and plans for expansion of the country's industrial plant have been some of the more striking developments of the year. Volkswagen announced that it planned to invest about $1.2 million to start assembly operations. Other German interests joined with predominantly local capital in forming a company to manufacture agricultural implements.

Two Investment Guarantee applications were approved in August by the Government of El Salvador. The International Railways of Central America (IRCA) received approval on its application for $2.2 million to be invested in 16 diesel locomotives. The new equipment will represent a major part of the Company's plan to improve service on its line which connects El Salvador with Puerto Barrios on the Guatemalan Atlantic coast.

The other investment guarantee for $500,000 was issued to a Louisiana firm, ATSA Export-Import, Inc., which is building 2 large molasses storage tanks at Acajutla. Recently the Government announced that it would permit large sugar growers to export blackstrap molasses.

Up to November, the Salvadoran Industrial Development Institute had granted 184 loans totaling $3.1 million. In all of 1962 the Institute had approved a total of $1.5 million in credits. The Institute also reports that up to August 1st, 68 new industrial firms had applied for the benefits of the Industrial Promotion Law.

Road program developing

The Government of El Salvador announced studies for a new rural road program and reconstruction of a section of the Pan American Highway. To be reconstructed is an 8.3 km. section just west of the capital from Santa Tecla to Colon. This heavily-travelled section, connecting San Salvador with the port of Acajutla and Santa Ana the country's number two city, now has 2 lanes and 23 curves. Current plans are to build a 4-lane divided highway which would eliminate 14 curves. Financing, as yet, has not been arranged.

The objective of the 10-year rural road program is to open new areas to devel-

opment. A study has been completed for the construction of 23 such roads throughout the country with road lengths varying from 10 to 20 kilometers. Presently, some isolated communities included in the program are all but cut off from the rest of the country during the rainy season.

Construction of the new facilities at Ilopango Airport continues on or ahead of schedule. The contractor hopes to open a portion of the new runway in December. At that time, the present runway will be closed for modernization. Part of the new addition to the terminal building will also probably open in December and parts of the present terminal will close for a face lifting. Pan American hopes to begin jet commercial operations in April or May.

U.S. imports more cameras, pays less

Japan strengthens #1 position; West German shipments nosedive

U.S. imports of still cameras increased 15.8% in quantity, but declined 11.7% in value during the first 9 months of 1963, compared with the same period of 1962.

Census Bureau figures list a total of 1,015,608 still cameras valued at $13.9 million imported in the first 3 quarters of 1963, while 876,740 cameras valued at $15.8 million entered the U.S. in the corresponding period of 1962.

Japan strengthened its position as the principal supplier of still cameras to the U.S. market, as West Germany's shipments took a sharp drop. Imports from Japan totaled 707,880 cameras valued at $7.6 million in the first 9 months of 1963, an increase of 29.3% in number and 5.5% in value over the same period of 1962. West Germany's shipments dropped from 131,038 cameras valued at $7.4 million in the first 3 quarters of 1962 to 95,222 cameras valued at $5.3 million for the 1963 period. This is a 27.3% drop in quantity and a 27.6% decline in value.

Detailed statistics of U.S. still camera imports, by classification and country of origin for the first 9 months of 1962 and 1963, are available from the Scientific, Photographic and Business Equipment Division, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C., 20230.

French boom continues to roll on; paced by heavy consumer spending

Good opportunities seen for U.S. exporters of many household products, coal, chemical-industry items

The French boom continued into the third quarter of the year—accompanied by rising inflationary pressures from mounting prices and wages and increasingly heavy consumer spending. Expectations are that the 1963 gross national product will be 4.3% higher than the 1962 level, with consumer goods accounting for much of the gain.

Industrial output, which by late spring had made a strong recovery from the slowdown caused by the long and severe winter and by serious strikes, continued to expand, and in July and August was 4% higher than in the corresponding months of 1962. Demand for consumer goods was up, whereas orders from industry for capital equipment showed some weakness.

Foreign trade experienced its usual third-quarter decline, but was 17.1% higher than in the third quarter of 1962. While less favorable than a year earlier, the trade balance did not become much worse.

Favorable forecast

According to a recent forecast by the French Minister of Finance, gross domestic production in 1964 is expected to increase by 4.2% over 1963 in terms of volume, and per capita consumption by 3.3%, almost the same amount as the 1962-63 increment.

As the population is expected to increase by 1% in 1964, total consumption should go up by 4.3%. The rate of personal savings should also be higher than in 1963. Average prices should not be much higher than in 1963.

Public spending, in line with the prescriptions of the Stabilization Program (see INTERNATIONAL COMMERCE, Nov. 11, pp. 4-5), will be held to a 5.2% increase over 1963, whereas in 1963 it had risen 7.9% over 1962. Investment by Government agencies will go up 10% over 1963. Overall investment, however, should increase by no more than 4%.

In the foreign-trade sector, the forecast is for more moderate and more evenly balanced growth than in 1963. Imports are expected to go up 8%, compared with 13.6% anticipated for 1963. The chances for some further export gains appear favorable, inasmuch as financial help granted to former colonies will enable them to buy more from France. A 7% rise in total exports is envisioned, about the same rate as projected for 1963.

Production continues climb

In the third quarter of 1963, production for the consumer market was increasing at an annual rate of 6%, while for 1964 an increase of 5.5% is predicted.

The automobile industry fared particularly well, operating at capacity throughout the first 9 months, when 1.26 million vehicles were turned out, compared with 1.09 million in the 1962 period. Exports of French cars in the first 8 months of 1963 reached 395,000, up from 355,000 in the 1962 period. Some 19,000 vehicles of this total (nearly all private automobiles) went to the United States. Italy was the largest single buyer. Imports into France during the first 8 months totaled 91,000 vehicles, compared with 74,000 in the first 8 months of 1962.

The French aircraft industry was again in the limelight. Pan American World Airways acquired exclusive rights for the United States and Canada for the new twin jet "Mystère 20," placing an order for 160 units, including 120 on option. This is one of the largest orders ever placed for a French civilian aircraft.

The sale was widely hailed by the French as evidence of the strength of the industry, particularly in connection with earlier U.S. purchases of the French "Caravelle" and recent orders placed by Pan Am and Continental Airlines for the as-yet underdeveloped supersonic "Concorde."

The steel industry remained relatively stable through the third quarter. In the first 9 months of the year, steel consumption was 5% higher than in the 1962 period. Demand from the automobile and building industries continued on a high level. This demand may drop somewhat in the coming months due to credit restrictions in the Stabilization Program.

Steel imports in the Jan.-Sept. period were up 11% over the first 3 quarters in

1962, while steel exports during the period rose by only 1.3%. French steel producers have petitioned the Government to take steps to improve their competitive position by raising tariff rates under the provisions of the European Coal and Steel Community (Ecsc), of which France is a member.

Coal stockpile planned

In the coal industry, the main current problem consists of obtaining sufficient quantities for domestic heating. To prevent shortages such as those of the past winter, the Government aims at developing a stock of 22.5 million metric tons of anthracite and high-grade bituminous coal.

As it will be impossible to find the needed tonnage of high-grade coal before the cold weather sets in, the Government is shopping for substitutes, mainly coke and fines for the manufacture of patent fuel (briquettes).

U.S. shippers have made use of the opportunity to expand shipments to this market. In the first 9 months of 1963, they exported about 710,000 tons of anthracite and coal fines to France, compared with 245,000 tons during the entire year 1962 and 166,000 tons in 1961.

The growth rate of the French electrical and electronic equipment industries continues to be impressive. In the third quarter, production and sales were 8% higher than in the third quarter of 1962. The most dynamic sectors in the industry are those producing household appliances, switchgear, heavy traction equipment and lighting equipment. In the electronics field, industrial and military equipment are the leaders. The outlook for the electrical equipment and electronics industries is for continued expansion.

Mixed performance

The third-quarter performance of the French mechanical-equipment industries was mixed, depending on the type of product involved. The typical record was one of large billings, however, considering the vacation season. While some producers expressed concern about the low level of new orders, increased private sector orders are expected to come in toward the end of the year. Foremost customers for such equipment are the petroleum and chemical industries, as well as the nationalized industries and the Government itself.

Viewed from a long-term aspect, French producers of mechanical goods are less optimistic than those in other industries, because the Government will spend less in this field in 1964 and because exports of machinery are increasing at a slower rate than imports. They also claim that American competitors are at an advantage in world markets by being able to provide credit terms for longer periods (up to 10 years) and, therefore, are displacing French suppliers in traditional markets such as Spain.

Production in the chemical industry for 1963 should average 8 to 9% over 1962. At present, industrialists are somewhat worried about the fact that stocks are still low and sometimes insufficient to meet short-term demand—as a result of last winter's supply difficulties and strikes. To bridge the gap, an "inflated" import level is expected to prevail for some time, and U.S. exporters should be able to benefit from this temporary situation.

Chemicals boom

Chemical exports in the first half of 1963 reached a value of $343 million (up 15% over the first half of 1962) but imports increased even faster, by 20.3%, to $280 million. Overall, the industry is expected to do well in the coming years, and 15 major companies in the field successfully floated a joint $25-million bond issue to finance plant expansion. This method of securing new money has been used in the chemical industry twice before, in 1960 and 1962, to obtain smaller sums.

The construction industry at present is marking time, pending new Government measures relating to a reorganization of the real estate market. The constant rise in building costs, reportedly 5% in the second quarter over the previous 3 months and 11% over the April-June period of 1962, illustrates the need for such measures, which are now under discussion by Parliament.

The Government will support directly or indirectly the construction of 325,000 dwellings in 1964. Since there existed a shortage of 1.8 million units early in 1963, construction at this rate will have to continue for at least 10 years to alleviate the shortage.

Whether the Stabilization Program will be as successful as hoped by the Government appears doubtful. Its target—namely to hold price rises to a pace no faster than in competing countries—is considered conservative, but since the Government has refrained from freezing wages and is attempting to reach stabilization on the basis of cooperation rather than enforcement, the program is running into difficulties. Some of its provisions, implemented by follow-up measures, such as the raising of the discount rate from 3½ to 4% in November, may take hold and prove mildly deflationary. Also, a temporary slow-down may occur in the rate of economic growth but most observers believe that the overall expansion will resume its fast tempo before long.

Full employment

The state of the nation's business continues to provide full employment. In the past 2 years an influx of repatriates from North Africa has increased the labor supply by 80,00 persons—compared to the 100,000 usually added to the labor force in normal years. The labor market has readily absorbed this supply, and unemployment ranges currently between 150,000 and 200,000 out of a total labor force of 19 million. (Registered unemployed persons receiving unemployment benefits numbered only 20,000 at the end of October.)

The balance of payments is again expected to show a healthy surplus for 1963, although somewhat less than the $1.2-billion figure recorded for 1962. While imports have risen faster than exports, invisible receipts have brought in substantial amounts of foreign exchange. Large, privately-owned balances were repatriated, particularly in the second quarter, and tourism should earn some $700 million in 1963, compared with $646 million in 1962.

Market "leads"

All in all, the sustained demand for capital goods coupled with the country's full employment at rising wage levels and the resulting demand for consumer goods, continue to make France an attractive market. Judging from the recent experience of a leading Paris department store staging a special exhibit of U.S. consumer goods, the following consumer items have strong appeal in France:

Imitation period furniture; steel-wire tables for TV sets and phonograph records; breakfast trays; bathroom accessories and fancy-packaged toiletries; kitchen gadgets; small electric gadgets, such as shoe polishers;

Also barbecue equipment; thermos bottles and containers for picnics; insulated decanters and glasses;

Flatware, silver and stainless steel; fancy paper and cardboard articles, such as plates, napkins, tablecloths; plastic napkins and tablecloths;

Small leather goods; candles; popular-priced costume jewelry;

And household linen; terrycloth articles, such as bath and shower robes; men's and women's aprons made of nylon and canvas; women's and children's underwear; men's quilted nylon underwear and knitted sweaters.

U. S. Government Actions

N.Y. firm surveys kenaf investment in Jamaica

A New York investor will study the possibility of producing and marketing kenaf in Jamaica under an agreement with the Agency for International Development. Kenaf is a natural fiber and substitute for jute.

If the survey by John D. Silvera is favorable, a U.S. corporation to be known as Pan-Caribbean Development Associates will be formed. The company would also organize Jamaica growers to produce kenaf on their own lands. Estimated capitilization is $50,000. Participation of Jamaican investors will be considered.

The 10-day survey will seek to determine the availability of skilled and unskilled labor; the potential sale of kenaf in Jamaica and in export markets, and whether the Jamaican Government would assist in this undertaking. Cost of the survey is placed at $3,000, of which AID would pay $1,500 if Mr. Silvera decides not to undertake the investment.

Trinidad receives loan to expand telephone system

The Export-Import Bank of Washington has authorized a $4 million credit in favor of the Government of Trinidad and Tobago for the purchase of U.S. telecommunications equipment.

The loan will help Trinidad and Tobago to expand and modernize its telephone systems. The improvement program is scheduled over two years at a total cost of over $6 million. Supplier of the necessary equipment will be General Telephone and Electronics International of New York.

Iraq to buy wheat, flour under Food for Peace plan

The U.S. and Iraq have signed an amended Food for Peace agreement providing for dollar credit sale of $7,959,000 worth of U.S. wheat or wheat flour (about 3.7 million bushels of wheat).

This value includes certain ocean transportation costs.

The new program, which amends the Title IV, Public Law 480 agreement of Aug. 27, 1963, has been under negotiation for several months. The amendment brings total value of the Title IV program with Iraq to $14,815,000. The original agreement provided for long-term dollar credit purchase of $6,856,000 worth of U.S. wheat, poultry and tobacco.

Proceeds from the sale of these commodities in Iraq are being used for economic and social development projects.

Sales will be made by private U.S. traders, and credit purchase authorizations will be announced later.

Where to inquire

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8363.

India to buy U.S. goods to equip chemical plants

The Export-Import Bank has authorized a $3.1 million credit in favor of Chemicals and Plastics, Ltd., (CHEMPLAST) of India to purchase U.S. machinery, equipment and technical services for construction of a polyvinyl chloride plastics resin plant and a plastics products plant.

The resin facility will be at Mettur Dam in southren India, close to sources of raw materials and power. The plastics products plant will be located at Bombay.

Design of the plants will be planned and supervised by The B. F. Goodrich Company of Akron, to be assisted by a U.S. engineering firm which will be competitively selected. Engineers and technicians of India also will assist on the projects from their beginnings. Total cost of the projects is set at $6.8 million.

The new CHEMPLAST plant will produce polyvinyl chloride resin in suspension and paste forms for sale to Indian manufacturers of finished products and also for use in its own fabricating facilities. Since the end use of the product has wide application in many Indian industries such as the making of building materials and electrical, automotive, irrigation and mining equipment, a ready and important domestic market is apparent. Raw materials for the operation, such as alcohol, chlorine and molasses are plentiful.

Belgian firm denied U.S. export privileges

Wolf Oil Corporation and its general manager, Paul A. H. Wolfs, of Hemiksem, Antwerp, Belgium, have been denied all U.S. export privileges for the duration of export controls for transshipping U.S.-origin petroleum products to Cuba in violation of U.S. law.

The permanent denial order, issued by the Department of Commerce Bureau of International Commerce supersedes temporary denial orders in effect since November 21, 1962, pending completion of the Bureau's compliance proceedings.

The Bureau's order was based on evidence that Wolf Oil transshipped a substantial quantity of tetraethyl lead to Cuba in knowing violation of U.S. regulations. The firm subsequently made efforts to obtain from the U.S. 1000 tons of solvent bright stock, a blending agent for lubricating oils, which was intended for transshipment to Cuba. The attempted transshipment was frustrated by refusing to permit exportation from the U.S.

The denial order prohibits Wolf Oil Corporation, Paul A. H. Wolfs, and all persons and firms related to them, from ordering, buying, receiving, or disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no other person or firm may deal with them or on their behalf in any such transactions; to do so would subject such parties to a separate denial of U.S. export privileges.

Research equipment, samples benefit from amendments to Germany's customs ordinance

Action at Bonn effects changes calculated to move goods faster, clarify provisions for exemption from duties

Smoother movement of goods and clarification of duty-free treatment for commercial samples and research equipment are provided in West Germany's recent amendment to the Customs Ordinance of Nov. 29, 1961. The changes became effective on Nov. 10, 1963.

Air freight in transit through the Federal Republic, even though it may be transferred to another carrier, is no longer subject to customs inspection when prescribed procedures are met. Formerly, exemption from customs inspection was granted only to air freight trans-shipments when no change of carrier was involved.

A commercial item is duty-exempt when clearly intended for use as a sample and when imported in quantities making testing possible. If the item does not meet these two conditions at the time of importation, it may still be changed in order to become eligible for treatment as a sample. This alteration may now take place on the premises of the recipient under customs supervision; previously, it had to be effected at the customs house.

Postal shipments

If the goods are not and cannot be put in such a form that their intended use as samples is recognizable, then only one sample of a kind, up to a value of $2.50 per sample, may be imported duty-free. Small samples of no commercial value and small packets not otherwise exempt from customs charges may be imported duty-free under a special exemption for postal shipments, provided the weight of the packet does not exceed 500 grams (17.6 ounces) and the value does not exceed $2.50. These provisions remain unchanged by the new amendment and do not apply to coffee, tea, wine, alcohol, tobacco products and cigarette paper.

Special arrangements exist for samples or specimens which are imported for testing purposes under customs supervision. Now open to all goods for use in tests or experiments without further economic gains to the importer, these arrangements call for consumption of the goods in the processing or testing operation or their destruction following the tests. Under the original terms of the Customs Ordinance, this provision applied only to such operations when conducted in conjunction with German export transactions.

Collateral

Samples and specimens not meeting any of these conditions for duty-free treatment may still be accorded an exemption if they are re-exported within a time limit set by the appropriate German customs office. In such cases there is no limitation on value, quantity, type, or quality of the goods, but a collateral is required. If the importer should decide to keep the merchandise in the Federal Republic, he may do so by paying the duty, which will be computed as if the merchandise had been intended from the beginning for retention within the country. Use of this provision may be advantageous in the case of goods imported on a trial basis or to offer the potential customer a broad selection.

To eliminate some of the confusion that had existed in the granting of exemptions from duty and turnover equalization taxes to research equipment, German authorities have revised Section 37 of the Customs Ordinance. Exemptions are granted for: articles of scientific value destined for research, including their spare parts and accessories if domestically produced articles of equal scientific value are not available at the date of placing orders; and equipment which is the subject of research. In both cases the goods must be destined for public or non-profit institutions which are engaged in research work for purely scientific reasons.

Specifically excluded from exemptions accorded to reseach equipment in the first two categories are customarily traded equipment for schools, offices or laboratories (such as radio and televisions sets, microfilm-reading apparatus, typewriters, calculating machines, filing-card systems, microscopes, and centrifuges), unless they possess special characteristics of an educational or scientific value or are specially equipped for use in conjunction with the aforementioned duty-exempt equipment.

The original German text of the new amendment may be found in *Bundesgesetzblatt I, 1963*, pages 778-779. Copies may be ordered at a nominal cost from the Photoduplication Service, Library of Congress, Washington, D.C., 20540.

For details . . .

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

France cuts some duties through Nov. 30, 1966

France has reduced until Nov. 30, 1966, customs duties for a few imports from the United States and other non-EEC (European Economic Community) countries. The new temporary ad valorem duty rates (normal rates in parentheses) are:

► Dried raisins in containers of a weight equal to or less than 15 kilos, 6.4% (6.8%); other dried raisins, 5.7% (6.2%).

► Prepared and preserved caviar substitutes, 28.2% (30%).

► Carpets and rugs of wool or of fine animal hair per meter of warp, 250 rows or less, 47.3% (no change) with a maximum duty-rate of 32.83 francs (36.48 francs) per square meter; from 251 rows and over, 32% (no change) with a maximum duty-rate of 22.21 francs (24.68 francs) per square meter. (1 franc = US 20¢.)

Honduran gold mine, fruit and vegetable processing projects need U.S. experience, capital

Feasibility studies, other information available from nonprofit organization; export, domestic markets being considered for 2 joint ventures

A nonprofit organization in Honduras is seeking U.S. companies to enter joint ventures in the fruit and vegetable-processing fields together with the exploration of several gold-mining prospects.

The organization, Centro Cooperativo Tecnico Industrial, Tegucigalpa, was established by the Government of Honduras and the National Association of Industrialists of Honduras with the participation of the U. S. Government.

U.S. firms interested in further information and feasibility studies on these projects, as described below, are urged to contact Mr. Walter Huppke, Chemical Engineer, Centro Cooperativo Tecnico Industrial, Aptdo. Postal 703, Tegucigalpa, Honduras.

Tomato processing plant. The Centro Cooperativo Tecnico Industrial seeks a U.S. firm interested in entering into a joint venture with a Honduran company to establish a tomato-processing plant in that country. Although local capital is not lacking, equity participation by a U.S. firm with experience in tomato processing is desired in the proposed $150,000 venture.

Plans envisage a plant designed to process from 10 to 20 tons of tomatoes a day and produce from 1 to 2 tons of tomato paste or other tomato products a day. The output would be marketed in the Central American Common Market as well as in Honduras.

A feasibility study prepared by the Tegucigalpa organization entitled "A Proposed Factory for the Production of Tomato Paste and Related Products in Honduras," suggests that the economic aspects relating to the establishment of such a factory are exceedingly favorable.

Further information, and a copy of the feasibility study, may be obtained from Mr. Huppke.

Pineapple processing and marketing opportunity. For this project, the Technical Industrial Center is interested in locating an experienced U.S. firm for a joint-venture arrangement with a Honduran company, not yet formed, to produce frozen pineapple chips or chunks and frozen pineapple juice.

Know-how wanted

Financing entirely by Honduran capital is possible, but the requirement for technical assistance, a well-known brand-name and marketing know-how suggest the advisability of a joint venture. Export of the finished products to the United States is contemplated.

According to the Center, unusually favorable conditions exist in Honduras for the large-scale commercial production of pineapples. At present, no large-scale fruit-processing facilities exist in the country. A factory site has been tentatively chosen near San Pedro Sula, where abundant clear water and electric power are available.

For additional information and a 12-page report in English (that should prove helpful in determining the feasibility of establishing this industry in Honduras) interested firms should write to Centro Cooperativo Tecnico Industrial whose address is given above.

Gold mining. Four locations in Honduras suggest sufficient gold deposits for commercial working. These are considered worthy of investigation by experienced firms.

One site at Moramulca has been explored and a mining company plans to establish a cyanide-extraction plant in the area. Another at El Transito is too small to be operated by a large mining group—unless lateral expansion of the known ore reserves are proved to exist.

A thorough surface sampling is recommended for a prospect at Alhambra, located in the northern part of the Department of El Paraiso. This deposit is worked intermittently by high-graders who extract small amounts of ore from the surface exposures of what appear to be nearly vertical ore shoots.

At Clavo Rico, near the town of El Corpus, a deposit has been investigated by 2 different mining groups which established the existence of a small high-grade ore zone in the upper portion of the sulfide zone. The lateral extension of the enriched zone has not been defined.

Interested firms should write to Centro Cooperativo Tecnico Industrial for further information.

Lemon/honey soft drink available from Germany

A manufacturer of soft drinks in Germany offers to license several U.S. firms to bottle and distribute a new nonalcoholic beverage made from pure honey and lemon juice. This beverage contains no carbonic acid, no preservative or dye stuff and no artificial flavoring.

The firm says the product has been standardized as to color, taste, durability and stability and that the sensitive ingredients would not be harmed as a result of necessary special handling. The syrup would be supplied by the German firm.

Additional information may be obtained from the Bureau of International Commerce, Office of International Investment, File 1194, Department of Commerce, Washington, D.C. 20230.

Australian firm looks for domestic furniture license

A manufacturer of wooden household furniture seeks a license to manufacture similar articles—bedroom, living room, dining room and kitchen suites, upholstered where appropriate. Buttery's, Ltd., 76 Edward Street, Norwood, South Australia.

Heating, ventilating item production wanted overseas

A manufacturer of cast-iron goods such as stoves, heaters, and hot-air blowers seeks U.S. license to make products in the heating and ventilation lines.

Write to Ebbes Bruk AB, Huskvarna, Sweden.

Girder license open to U.S. concerns

Advantages cited for special welded-lattice-type units

An Austrian architect is interested in establishing contact with U.S. firms in order to negotiate licensing arrangements for his patents which involve special types of welded-lattice girders.

The inventor claims a number of advantages for his girders:

1. Ease of manufacture (prefabricated) from cheap conventional round steel bars;
2. Low weight which allows large free spans;
3. Flexible design which, however, can be based on standardized components;
4. High stability (stiffness) in all directions and
5. Easy protection against corrosion.

It is expected that the inventor soon will file an application with the U.S. Patent Office concerning a newer method of manufacturing lattice girders which permits a high degree of automation. Two U.S. patents have been issued to the inventor.

Additional information may be obtained from the Bureau of International Commerce, Office of International Investment, File 1197, Department of Commerce, Washington, D.C. 20230.

British firms look for industry item licenses

Two British companies are looking for licensing arrangements in industrial gear and equipment.

- One manufacturer seeks a licensing arrangement with a U.S. firm to make products such as electrical hand torches, hand lamps and signalling lamps, and various castings for the building trade such as louvres and ventilators, all of which incorporate castings produced by the permanent-mold system.

Bardic, Ltd., William Street, Northam, Southampton, Hampshire.

- A U.S. license is sought by another British manufacturer, engaged as a subcontractor to heavy engineering companies, to produce civil, mining or material-handling equipment.

The company produces vehicles in steel and aluminum, water tanks, brakegear, and various superstructure components for diesel-electric rolling stock.

George Orton, Sons & Spooner, Ltd., Crescent Works, Victoria Crescent, Burton-on-Trent.

License for chemicals to treat metals asked

An Austrian manufacturer of paints and lacquers seeks U.S. license for the production of chemicals for the surface treatment of metals, ranging from degreasing to phosphating.

Write to MATEV Ein- und Verkaufs-K.G., Dr. Weiss & Co., Esteplatz 6, Vienna III.

Tenpins bowling equipment output asked 'down under'

A joint venture or licensing arrangement is sought by a New Zealand firm with a U.S. tenpins bowling-equipment manufacturer to produce bowling equipment in New Zealand.

Write to S. Gordon Anderson, Ltd., "Andelect House," 15 Mount Street, Auckland.

All-purpose solder license requested in New Zealand

A New Zealand firm desires U.S. license to manufacture an all-purpose solder. The solder should have high strength and be corrosive resistant to join various metal combinations effectively.

Fletcher Steel & Engineering Companies, Ltd., Private Bag, Auckland.

Leather, plastic jacket, raincoat output wanted

A New Zealand manufacturer seeks a joint venture with a U.S. firm to enter into all phases of the leather and plastic goods fields, including plastic raincoats and ladies jackets.

Write to Bell Bag Co., Ltd., 500 Karanghape Road, Auckland, New Zealand.

License for phonograph record cabinet is open

License to manufacture a novel and practical type of plastic record-storage cabinet is offered to U.S. firms.

Some advantages of the Record Box as given by the Swedish manufacturers are: attractiveness, mobility, dust protection, open-view label display and the fact that phonograph records may be removed and replaced from all 4 sides.

The identity of the Swedish firm may be obtained from Bureau of International Commerce, Office of International Investment, File 1196, Department of Commerce, Washington, D.C. 20230.

Air-conditioning control production offered here

A U.K. firm offers a licensing opportunity for the U.S. production of a complete set of pneumatic controls for air-conditioning.

A catalog with diagrams and descriptions of these English-designed controls may be borrowed from Bureau of International Commerce, Office of International Investment, File 1085R, Department of Commerce, Washington, D.C., 20230.

German firm wants to make cranes, crushing machinery

A German manufacturer of all types of cranes and of loading bridges, combined conveying plants, shelling and crushing machinery and auxiliary deck machinery for ships seeks license to produce machinery within range of its present equipment.

Kampnagel A.G., Jarrestrasse 26, Hamburg 39.

Appliance, small apparatus or machinery license asked

A manufacturer of sewing machines seeks an arrangement with an American firm for the manufacture of articles in the fields of household appliances or of small apparatus or machinery for the precision mechanical industry.

Turissa Sewing Machine Factory, Ltd., 16 Ueberlandstrasse, Dietikon/ZH, Switzerland.

Approximately 5500 tons of paper needed by Burma

The Government Printing and Stationery Department, Rangoon, invites bids for 408 tons of various grades of writing paper, 20 tons art paper, coated both sides, 253 tons super calendered woodfree white printing paper, 1,631 tons M.F. woodfree, white printing paper, 131 tons white cartridge paper, 162 tons unglazed, brown kraft paper, 27 tons white and tinted pulp boards, 100 tons tinted writing paper, 186 tons newsprint paper, 615 tons woodfree, white writing paper and brown cartridge paper, 40 tons Manila boards, 700 tons web offset, glazed newsprint paper, 160 tons strawboard and 50 tons litho offset paper; tender No. 992; 782 tons printing and writing paper, 30 tons wrapping paper, 140 tons newsprint paper, and 12 tons blotting paper; tender No. 991.

Sealed bids should be forwarded to the Superintendent, Government Printing and Stationery, No. 228, Theinbyer St., Rangoon. The closing time for both tenders is 12 noon, January 11, in Rangoon.

A copy of the tender notices and the specifications is available to firms located in the U.S. from the Forest Products Division, Business and Defense Services Administration, Department of Commerce, Washington, D.C. 20230. (Telephone: 202 WO-7-3003).

Burma issues tenders for various office supplies

The Superintendent, Office of the Superintendent, Government Printing and Stationery, Rangoon, has issued tenders for a variety of office supplies.

Tender No. 986/saka covers forty-four items in various quantities. Included are erasers, envelopes, pencils, pen holders, punches, and stapling machines.

Tender No. 987/saka covers 400 rolls of tracing paper-matt finish, size 25 yd. by 40" and 20 yd. by 40"; 550 gross drawing pins; and 300 slab colour porcelain.

Tender No. 988/saka is for approx. 80,000 typewriter ribbons for standard and portable typewriters, and 9600 reams of carbon paper in various sizes.

Tender No. 989/saka is for 76,400 lb. black ink for use in rotary duplicators; 17,360 bottles correcting fluid; 6,200 reams of stencil paper, and pens.

The bid deadline for each tender is January 11.

A copy of each tender with specifications is available on loan basis to firms located in the U.S. from the Scientific, Photographic, and Business Equipment Division, Department of Commerce, Room 4118, Washington, D.C. 20230.★ (Telephone: 202-WO 7-3518).

Laboratory equipment sought

The Government of Turkey has issued tender No. 63-11-L/T-89, with a deadline of January 13, for the following: hydraulic model; soil mechanics; material; chemical; structure; and petrographic laboratory equipment.

Copies of the tender are available from DSI Genel Mürdülügü. Makina ve Ikmal, Dairesi Baskanligi, Ankara (Mechanical and Supply Dept., General Directorate of State Hydraulic Works).

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Scientific, Photographic and Business Equipment Division, BDSA-311, U.S. Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-2312).

Iraq needs air conditioners

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, has announced tender No. 46/63, bid deadline February 9, for 15 air conditioners.

The tender calls for the supply of 15 electrically operated 5 ton air conditioners for operation on 200/230 volt, single phase, 50 cycle, A. C. current.

A copy of the tender is available on a loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WOrth 7-5589)

Burma to buy 25 high pressure hand sprayers

The Civil Stores Committee (formerly Union of Burma Purchasing Board) wishes to purchase 25 high pressure handle sprayers complete with necessary accessories, including 25 foot hose and spray nozzles.

The closing date for bids on this tender, No. NIV/89/G-3(63-64) is January 20, 1964.

A copy of the tender may be obtained by firms located in the U.S. from the ACME Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: 202 WO 7-4319).

Air compressors called for bids by Australia

The Sydney Water Board has announced Contract No. 3719-S which calls for the supply of four electrically driven air compressors and ancillary equipment for aeration purposes at the Sewage Treatment Works near Sydney.

The bid deadline is March 3.

Full details for this contract are available from the New South Wales Government Office, 680 Fifth Ave., New York, N.Y. 10019.

Iran announces tenders for supply of VHF equipment

The Ports and Navigation Organization has invited tenders for the supply and delivery of one set of V.H.F. equipment.

The deadline for tenders is February 29.

Copies of the technical specifications and general conditions may be obtained from the Parts & Navigation Organization offices, Naderi Ave., Tehran, against payment of 500 rials, (about U.S. $7.00).

A copy of the tender notice is available to firms located in the U.S. from the Electronics Division, BDSA-308, Room 4119, Department of Commerce, Washington, D.C. 20230. (Telephone: 202 WO-7-4036).

Burma announces tender for saw mill machinery

The Revolutionary Government of the Union of Burma, State Timber Board, Ahlone, Rangoon, has announced tender No. STB/CEDL. 63 for the purchase of machinery and equipment with a bid deadline of January 21.

The equipment is to be used in the Dallah Saw Mill, and it includes band saws, circular saws, conveyors, elevators, cranes, hoists, trailers, boilers and accessories, pumps, compressors, and a variety of other machinery.

A copy of the tender may be purchased from the State Timber Board against payment of $6.30; one copy is also available to firms located in the U.S. on a short term loan basis from the GIEC Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C. 20230 (Telephone: 202 WO 7-5589).

Pamphlet made available on Tanganyikan timbers

A pamphlet on Tanganyika's timber resources has been published by the Forest Division, Ministry of Lands, Forests and Wildlife, P.O. Box 426, Dar es Salaam, Tanganyika, in which forest regions and principal commercial woods are described, statistics are given on production and exports for 1959-1961, and a list of publications on specific woods is included.

U.S. firms, which may be interested in importing Tanganyikan woods, may obtain a copy of this pamphlet without cost by addressing the Forest Products Division, Business and Defense Services Administration, Department of Commerce, Washington, D.C. 20230.

Visiting Buyers and Officials

AUSTRALIA—D. V. Thomas, representing Regal Furniture Pty. Ltd., 52 Weaver St., Woodlands Park, South Australia, interested in importing **vinyl upholstering fabrics, plastic laminated table tops, knocked-down** (or handy-man pack) **furniture,** and requesting **technical information** on construction and design of **tubular metal indoor** and **outdoor furniture.** January 9 via San Francisco for five weeks. c/o Bellvue Hotel, San Francisco, California; Bismarck Hotel, Chicago, Illinois. Itinerary: San Francisco, Chicago, Los Angeles, Ohio State, San Diego.

NEW ZEALAND—Michael Caldwell, representing Home Services Ltd., 30a Buckland Rd., Epsom (P.O. Box 9376), Newmarket, Auckland, interested in observing and **obtaining sole license** for **methods** of **insecticide spraying, soil fumigation, industrial corrosion control** and **painting, apoxy floor toppings,** new to New Zealand and requesting technical information on these subjects. January 15-20 via New York for one-two weeks. c/o New Zealand Consulate General, New York, N.Y. Itinerary New York, Tulsa, Los Angeles, San Francisco.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruit, Tree Nut, Vegetable Farms

FRANCE—Fresh fruits. Georges Moreau, (importer, dealer), 55 bld Sébastopol. WTD 11/19/63.

091 Fisheries

JAPAN—Shells for making kernels of cultured pearls. Direct purchase and agency. Genko Shyoji Co., Ltd., (importer, exporter, jobber, manufacturer), 39 Kitano-cho 4-chome, Ikuta Ku, Kobe.

121 Bituminous Coal

● **BURMA**—Coal and coke. Quantity up to 240,000 steam coal, 26,000 slack coal, and 12,000 hard coke, all l.t., annual basis. Bid deadline January 15. The Chairman, The Peoples' Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2421).

● **GREECE**—Steam coal, 50,000 m.t. Tender No. B/936/63, bid deadline January 16. Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2421).

195 Small Arms

ITALY—Firearms for hunting, personal defense: shotguns, rifles, pistols, revolvers, blank pistols; importer, wholesaler, manufacturers' agent. Marte S.A.S. di Stegagno & C., 20-22 Via Boldrini, Bologna.

SWEDEN—Pistols, rifles, shotguns, training targets, civilian. Vapentjanst, (wholesaler, retailer), Brotorpsvagen 46, Spanga. WTD 4/3/63.

196 Small Arms Ammunition

SWEDEN—Ammunition, small arms, shotguns, loaded. Vapentjanst, (wholesaler, retailer), Brotorpsvagen 46, Spanga. WTD 4/3/63.

200 Food

ENGLAND—Foodstuffs: frozen fruits, vegetables; prepared meals. Charles H. Windschuegl Ltd., Cotts House, Camomile St., London, E.C.3. WTD 11/22/63.

JAPAN—Canned, bottled, packaged foodstuffs in general; fruits such as lemons. Direct purchase and agency. Genko Shyoji Co., Ltd., (importer, exporter, jobber, manufacturer), 39 Kitano-cho 4-chome, Ikuta Ku, Kobe.

SWEDEN—Food products, specialties, all kinds. Swedahlco AB, (sales agent), Badstrandsvägen 20, Stockholm K.

Food products, prepared, packed for large consumers. AB Aug. Fredlund, (wholesaler, sales agent), St. Paulsgatan 13, Stockholm So.

201 Meat Products

See also SPECIAL TRADE LEADS on page 34.

FRANCE—Offals. Georges Moreau, (importer, dealer), 55 bld Sébastopol, Paris. WTD 11/19/63.

203 Canning, Preserving Foods

SWEDEN—Prepared, pre-cooked foods, canned, frozen, spices. Moller & Co. AB, (wholesaler, sales agent), P.O. Box 20100, Stockholm 20. WTD 9/13/60.

SYRIA—Canned pineapples, in slices. Ets. Ahmed Ageleh & Fils, Bab Djenein, Aleppo. WTD 12/5/63.

208 Beverage Industries

FRANCE—Bourbon whisky. Georges Moreau, (importer, dealer), 55 bld de Sébastopol, Paris. WTD 11/19/63.

220 Textile Mill Products

See also SPECIAL TRADE LEADS on page 34.

AUSTRALIA—Variable density fiberglass. Prices should be quoted cif Sydney. Quantity required 5,600 sq. ft. To be delivered in two equal lots of 2,800 sq. ft. in rolls 40" to 60" wide. Samples of type material desired is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO. 7-4674. Vokes Australia Pty. Ltd., (manufacturer), P.O. Box 105, Rockdale, N.S.W.

★★ **AUSTRIA—Trade Mission**

Importer wishes to represent manufacturers, particularly of materials for trousers, slacks. Desires wool woven piece goods of cheaper

Late Leads

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lines. Otto Baldass, Esslinggasse 13, Vienna I. I.R. 364.

ENGLAND—Fine materials in rayons, man-made fibers for use in manufacture of men's neckties. Benties Ltd., 21/23 Toynbee St., London, E.1. WTD 12/5/63.

Any material, particularly new and novelty fabrics, for use in the manufacture of ladies' millinery. J. Collett Ltd., (manufacturer, exporter), 41/43 Charterhouse Square, London, E.C.1. WTD 12/4/63.

Synthetic fur fabrics. Agency and direct purchase. Adler & Son (Textiles) Ltd., (importer), 132-133 Cheapside, London, E.C.2. WTD 12/6/63.

Worsteds in wool, wool/dacron; poplins in cotton, cotton/dacron; suitable for gentlemen's topcoats, raincoats, suits. Junex of Sweden Ltd., (manufacturer, exporter), 28-29 Savile Row, London, W.1. WTD 11/19/63.

SWEDEN—All kinds of middle-low priced fashion fabrics for women's dresses, blouses. AB Hjalmar Petri, (manufacture, wholesaler), Noorgatan 15 Växjö. WTD 3/15/62.

Fabrics of cotton, wool, nylon, synthetic fiber, silk, for ladies' dresses. Bengtsons Konfektions AB, (manufacturer), Hammarbyvagen 34, Stockholm 20. WTD 7/16/63.

221 Broad Woven Fabrics Mills, Cotton

■ **GREECE**—Combed batiste, 100% solid cotton, 45/46″, approx. 54,000 yd.; Sporterry, 36/37″, approx. 250 yd., c&f, loan No. 240-H-028. U.S. source. Quotation date January 13. Louise Sussy, 18a Hermes St., Athens. SBC-507.

● **IRAQ**—Cloth, khaki, for overalls, width 56″, quantity 200,000 m. Tender No. ORD/98/1963; bid deadline January 15. Terms and specifications obtainable for $1.40 per copy postpaid from the Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.

SWEDEN—Cotton fabrics for dresses, blouses. AB Hjalmar Petri, (wholesaler, sales agent), P.O. Box 56, Växjö. WTD 3/15/62.

222 Broadwoven Fabric Mills, Manmade Fiber, Silk

■ **GREECE**—Synthetic fabrics, dacron/rayon, wool, cotton; cif $20,000. Loan No. 240-H-028. U.S. source. Quotation date January 16. Gattegno-Saltiel & Cohen, 8, Solomou St., Thessaloniki. Cable: SAME. SBC-511.

SWEDEN—Man-made fiber fabrics for dresses, blouses. AB Hjalmar Petri, (wholesaler, sales agent), P.O. Box 56, Växjö. WTD 3/15/63.

225 Knitting Mills, Products

SWEDEN—Knitted gloves, hose, outerwear, bathing suits for men. Manhart AB, (wholesaler), Ostermalmsgatan 5, Stockholm O.

Hosiery, women's, misses', knit outerwear. AB Loha, (wholesaler), P.O. Box 15131, Stockholm 15.

227 Floor Covering Mills, Products

SWEDEN—Carpets, except wool, rugs, upholstery material. Eisner & Söner AB, (wholesaler, sales agent), Holländaregatan 29, Stockholm C.

228 Yarn, Thread Mills, Products

● **BURMA**—Hand knitting wool, count 3/14, 3 ply, quantity 50,000 lb. Tender No. 125 Pa/3/63, bid deadline January 11. The Chairman, Civil Stores Committee No. (2), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5220).

SPECIAL TRADE LEADS

The following special trade leads are published "blind," but any U.S. businessman may obtain the name and address of the overseas firm making the offer by contacting the nearest Department of Commerce Regional Field Office, or by telephoning the Trade Opportunities Staff, Business and Defense Administration, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-Worth 7-4675).

Phone numbers of Department of Commerce Field Offices will be found on the inside back cover.

201 Meat Products

SYRIA—Canned chicken meat. Direct purchase. Box TT-11.

220 Textile Mill Products

ENGLAND—Brushed knitted nylon fabric; 54″, 40 denier. Direct purchase. TT-12.

281 Industrial Chemicals

NORWAY—Para-tert-butyl phenol. Agency. TT-13.

283 Drugs

AUSTRALIA—Animal remedies; special veterinary chemical products for sheep, cattle. Direct purchase and agency. TT-14.

358 Service Industry Machines

SWEDEN—Commercial laundry, washing machines; dry cleaning units. Direct purchase. TT-15.

362 Electrical Industrial Apparatus

AUSTRALIA—Graphite-copper or similar brushes for heavy-current electrical generators. First order of approx. 8,000 brushes of the highest current carrying capacity for use on homopolar generator producing currents up to 1.8 million amperes. Direct purchase. TT-16.

367 Electronic Components, Accessories

GERMANY—Television tubes, radio measuring instruments, newly developed parts for radio sets, radio, television accessories. Direct purchase. TT-17.

372 Aircraft, Parts

JAPAN—Aircraft parts, accessories for civil and military use. Direct purchase and agency. TT-18.

399 Manufacturing Industries

TRINIDAD—All types of beauty salon equipment; hair straighteners, hair tonic, hair dye, rinses, tints. Direct purchase and agency. TT-19.

VENEZUELA—All kinds of fire extinguishing equipment. Direct purchase exclusive distribution. TT-20.

229 Textile Goods

● **BURMA**—Shirting, of man-made fibers, bamboo sharkskin, quantity 80,000 yd.; baby sharkskin, quantity 200,000 yd. Tender No. 3 Pa/4-63/64, bid deadline January 15. Limbric, width 36″, quantity 50,000 yd.; jaconet, quantity 50,000 yd.; cheesecloth, quantity 50,000 yd. Tender No. 4 Pa/4-63/64, bid deadline January 20. Leno, width 36″, quantity 100,000 yd.; oxford, quantity 50,000 yd.; dhoty (4½ yd.), quantity 50,000 yd.; saree, width 45-48″, 5 yd. pieces, quantity 50,000 yd. Tender No. 5 Pa/4-63/64, bid deadline January 31. The Chairman, Civil Stores Committee No. (2), No. 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5220).

● **GREECE**—Manila rope, circumference 4″ to 9″, dia. 1-5/16″ to 3″, strength 15,000 to 64,000 lb., in coils 600 to 900 ft., quantity 167,920 lb. Tender No. C/935/63, bid deadline January 23. The Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-5220).

PORTUGAL—Laminated knit fabric back (suede, leather imitation). Direct purchase and agency. Gomes de Castro & Irmão, Lda., (importer, wholesaler, retailer), 229 Rua Guedes de Azevedo, Oporto. WTD 11/15/63.

SOUTH AFRICA—Button raw material—polyester blanks, flat and with shank, sizes 14″ to 60″, requires approx. 20,000 gross per month; sewing threads, trimmings for the sewing industries; requests replies from manufacturers only. African Consolidated Agencies (Pty.) Ltd., (importer, distributor, manufacturer, agent), 44 Commercial St., P.O. Box 787, Cape Town.

232 Men's, Youth's, Boys' Furnishings, Work Clothing

SWEDEN—Sportswear, leisure clothing of all kinds. Hollywood Konfektions AB, (wholesaler, retailer, sales agent), Bondegatan 22, Stockholm So. WTD 9/10/63.

239 Fabricated Textile Products

● **BURMA**—Tents, 80 lb., 10 x 8 ft., double

Late Leads

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fly, complete with accessories, quantity 11. Tent, 10 x 10 x 8½ ft. high, inside double fly, quantity 1. Tender No. NIV/80/G-3(63-64), bid deadline January 16. The Chairman, Civil Stores Committee No. (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5220).

● Binding cloth, width 38″, 18-yard rolls: light green, quantity 3,500 yd.; light blue, quantity 8,000 yd.; black, quantity 5,000 yd.; red, quantity, 5,500 yd.; grey, quantity 2,000 yd.; brown, quantity 5,500 yd.; dark green, quantity 3,500 yd.; dark blue, quantity 3,000 yd. Tender No. 990/Saka, bid deadline January 11. The Superintendent, Government Printing & Stationery, No. 228, Theinbyu St., Rangoon.★ (Telephone: 202-WO 7-5220).

SWEDEN—Curtains, window, draperies. Eisner & Söner AB, (wholesaler, sales agent), Holländaregatan 29, Stockholm C.

VENEZUELA—Tarpaulins for trucks. Distribuidora Hermes Becoblohm C.A., (distributor), Aptdo. 69, Caracas, Edificio Beco, Esquina Puente Yanes. WTD 12/2/63.

242 Sawmills, Planing Mills

■ **GREECE**—Oregon pine, U.S. production Douglas fir No. 2, clear and better, allowing 15% 2x4″ and wider, max. 15% 1x5″ wide, 8/24 ft. and longer, or Southern pine, $50,000. Loan No. 240-H-028. U.S. source. Quotation date January 17. Dim. M. Leonis S.A., 67 Patission St. Cable: DILEON. SBC-511.

● Pressure treated (Rueping) oak, railroad, bridge, switch ties. Approx. 7,000 pieces (0.15m x 1.24m x 2.60m) standard gauge, and 10,000 pieces (0.13m x 0.22m x 1.80m) meter gauge. Also 3140 pieces of bridge and switch ties for the meter gauge line (details in tender). Tender No. 6193, bid deadline January 28 at 1200 hours. Hellenic State Railways (SEK), Purchasing & Stores Dept., 34 Themistocleous St., Athens.★ (Telephone: 202-WO 7-3359).

ITALY—Douglas fir, pitchpine; wholesaler, manufacturers' agent. Barsotti & Puccini, 78 Via Michelangelo, Cascina (Pisa).

Douglas fir; importer, wholesaler, also operates a sawmill. Direct purchase and agency; requests replies in Italian. Biso Legnami, (importer, wholesaler), San Giuliano Terme (Pisa).

252 Office Furniture

ENGLAND—Office furniture, metal, wood: chairs, desks, files, tables, stools, record equipment. Richard Bird & Partners Ltd., The Parc, Ewenny Rd., Bridgend, Glamorganshire, Wales. WTD 12/5/63.

259 Furniture, Fixtures

● **BURMA**—Window blinds, plastic (assorted sizes), complete with components for assembly, 4′ x 5′, 5′ x 6′, and 6′ x 7′, 4000. Quotation No. PRV/71/CS/(63-64), deadline 12 noon, January 13. Detailed illustrations and specifications required with bid submission. Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO-7-2923).

261 Pulp Mills, Products

■ **KOREA**—Bleached sulfite paper pulp, Raybook grade, or equivalent, for urea resin manufacturing, 90/100 air dry basis, soft wood, approx. 152 l.t.; cif Pusan by 100% U.S. flag vessel. Korea Plastic Productive Co-operation, No. 289, Kwan-Chul-Dong, Chongro-Ku, Seoul. Ref. No. FFO-SAI-3-863. Quotation date January 13. PA No. 489-356-3212. Limited world wide (901). Copy of offers made should be sent Air Mail to the Bank of Korea, Attn: AID Section and to the Director, USAID, c/o American Embassy, Seoul. SBC-511.

262 Paper Mills, Products

SWEDEN—Drawing paper. B.A. Liden & Soners AB, (wholesaler, sales agent), Barnangsgatan 30, Stockholm So.

Paper, paper products, all kinds. Simmingsköld & Co., (wholesaler), P.O. Box 822, Goteborg 8.

264 Converted Paper, Paperboard Products

SWEDEN—Stationery, paper. Emil Sandberg AB, (wholesaler, sales agent), Ballstahuset, Sundbyberg.

281 Industrial Chemicals

See also SPECIAL TRADE LEADS on page 34.

GERMANY—Aluminum silicate as filling compound for plastic materials, particularly epoxy resins of low humidity, iron content. Christian Buerkert, Bau elektrischer Geraete, 7119 Ingelfingen/Wuertt., Postfach 20. WTD 4/23/62.

■ **INDIA**—Plasticizer: di-octyl phthalate (DOP), di-iso-octyl phthalate (DOP); approx. 100 tons. Loan No. 386-H-082. U.S. source. IL No. P/RM/2130391. Ref. No. 50(29)/63-082/AID I. Elphinstone Spg. & Wvg. Mills Co. Ltd., 32 Nicol Rd., Ballard Estate, Bombay 1. Cable: ELMICOL, Bombay. SBC-506.

■ **PAKISTAN**—Coal tar creosote, derived entirely from tar produced by the carbonization of bituminous coal; 111,096 imperial gallons. Loan No. 391-H-066. U.S. source. Bid deadline January 27. Tender No. S-6/23/Chem/63-64. Tender fee, not refundable, $2.10. Government of East Pakistan-Commerce, Labor, & Industries Dept., Directorate of Supply, Dacca. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn. Mrs. Caparelli. Single copies only are available. Suppliers will be required to reproduce their own bids and must follow exactly the size and format of the tender received from the Consulate. SBC-507.

SWEDEN—Soda, caustic. AB Alfred Benzon & Co., (wholesaler, sales agent), Industrigatan 11, Malmö.

Industrial chemicals, raw materials. AB Trimmer, (wholesaler, sales agent), Odengatan 40, Stockholm Va.

Crude chemicals intended for use in the cable making industry. Sieverts Kabelverk AB, (importer, manufacturer), Sundyberg. WTD 4/2/63.

Acetone, borax, perchlorethylene, phosphoric acid, trichloroethylene. AB Alfred Benzon & Co., (wholesaler, sales agent), Industrigatan 11, Malmö Ö.

All kinds of industrial chemicals, raw materials. Holger Andreasen, (manufacturer, wholesler, sales agent), Box 458, Orebro. WTD 8/30/63.

■ **VIETNAM**—Caustic soda flake, 98% NaOH, 200 m.t. Quotation date January 13. Brassieres & Glacieres De L'Indochine, 6 Hai Ba Trung, Saigon. Bidders shall furnish offers in the shape of a set of proforma invoices, 6 min., showing clearly fob vessel price and ocean freight. Limited world wide (901). Offers reviewed on c&f basis only; fob and freight costs indicated separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-511.

282 Synthetic Materials

■ **GREECE**—Ameripol SBR, polymers, oil extended, carbon black masterbatches; cif $30,000. Loan No. 240-H-028. U.S. source. Quotation date January 23. Fina D. Karadimas, S. Bakalopoulou & Co., Omirou & Ilissou St., Moschaton, Piraeus. SBC-511.

■ **KOREA**—PVC resin powder, uncompounded, for electric use, approx. 85 m.t. Tai Han Electric Wire Co. Ltd., 133, 2-Ka, Namdaimoon-ro, Choong-Ku, Seoul. Ref. No. FFO-SAI-3-867. Quotation date January 15.

■ Vinyl resin, uncompounded, 17 m.t.; cif or c&f Pusan by all U.S. flag vessel. Kwang Hwa Electric Works Co., Ltd., No. 9, 5-Ka Namdea-Moon-Ro, Choong-Ku, Seoul. Ref. No. FFO-SAI-3-864. Quotation date January 14.

Both the above are for PA No. 489-356-3212. Limited world wide (901). Copies of all offers made should be sent Air Mail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. SBC-511.

SWEDEN—Polyethylene printed sheets for decorative purposes, table cover. AB Minol, (wholesaler, sales agent), Vasagatan 7, Stockholm C.

Plastic raw materials, synthetic rubber intended for use in the cable making industry. Sieverts Kabelverk AB, (importer, manufacturer), Sundbyberg. WTD 4/2/63.

■ **VIETNAM**—Raw materials for plastics: P.V.C. compound, 40 m.t. To Hop Hue Nghe, 92-94 Phan Huu Chi, Cholon.

■ P.V.C. compound plastic resin, colored, for extrusion of raincoat type vinyl film, 100 m.t. Vietnam Industrial Corp., 57 Le Quoc Hung, Khanh Hoi, Saigon.

Both the above, limited world wide (901). Offers reviewed on c&f basis only. fob and freight costs indicated separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. Quotation date January 13. SBC-511.

283 Drugs

See also SPECIAL TRADE LEADS on page 34.

★★ **AUSTRIA—Trade Mission**

Firm desires distributorship of new products such as pharmaceuticals, dietetics, veterinary products. C. Hauert, Tuchlauben 17, Vienna I. I.R. 310.

● **CEYLON**—Fortified procaine penicillin G injection B.P., 300,000 vials; streptomycin sulphate B.P., 800,000 vials; heparin B.P. injection, 6,000 vials; dosage specifications available. Insulin lente (insulin zinc suspension B.P.), 80,000 vials of 10 cc, 40 units per cc;

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insulin injection B.P., 7,500 vials of 10 cc, 80 units per cc; and insulin injection B.P., 12,500 vials of 10 cc, 40 units per cc. Bid deadline February 25. The Ministry of Health & Housing, P.O. Box No. 500, Colombo.★ (Telephone: 202-WO 7-3394).

■ **GREECE**—Blood grouping sera; anti-rhesus serum; diagnostic reagents; antigene reagents; specific biological reagents for blood and serum determination; analytical reagents; dehydrated culture media. $30,000. Loan No. 240-H-028. U.S. source. Quotation date January 12. P. Bacacos Chemical & Pharmaceutical Products Co. Ltd., Omonia Square, Athens 101. SBC-507.

SWEDEN—Drugs, pharmaceutical specialties. AB Famaco, (manufacturer, importer, wholesaler), Sjöviksbacken 19, Stockholm. WTD 7/30/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

★★ AUSTRIA—Trade Mission

Distributor seeks to import on own account cosmetics or act as agent for Austrian distribution. Lafarma, Florianigasse 60, Vienna VIII. I.R. 380.

285 Paints, Varnishes, Lacquers, Enamels

★★ AUSTRIA—Trade Mission

Distributor seeks to import on own account or act as agent for Austrian distribution of paint specialties. Lafarma, Florianigasse 60, Vienna VIII. I.R. 380.

289 Chemical Products

ENGLAND—Materials for graphic arts or paint industry: metallic printing inks, bronze paste pigments, glitter powder, metallic powders. Johnson & Bloy Ltd., (manufacturer, exporter), Metana House, Hind Court, Fleet St., London, E.C.4. WTD 11/21/63.

■ **GREECE**—Tel anti-knock compound motor mix, 800 drums, orange color, in 55 gallon drums, each containing 710 lb., or 322 kg., prices cif. Piraeus in returnable steel drums. Subject to certain insurance policy. Loan No. 240-H-028. U.S. source. Quotation date January 14. Hellenic Petroleum Refinery Co., 4, Academias St., Athens. SBC-511.

291 Petroleum Refining

BELGIUM—Regular, premium gasoline for sale under own brand name "Ultra" or supplier's brand; annual requirements 5 million liters of both grades at present; prefers contacts with small independent U.S. supplier. Vanden Eede-Callewier, (retailer, wholesaler), Ballingweg 21, Harelbeke. WTD 8/13/63.

■ **INDIA**—Green raw petroleum coke, fixed carbon, 88.3%, volatile matter 8.8% ash, humidity, 2.5%, sulphur 0.02% phosphor 0.00015% or traces, lumps not less than 6mm. Approx. $207,900. 25% to be shipped within one month of order, 2nd lot of 25% after 2½ months of order, balance 50% after 6 mos. in 3 equal consignments, on confirmation by buyer. Quotation date January 23. Rajasthan Vinyl & Chemical Industries, a unit of Delhi Cloth & General Mills Co., Kota, Rajasthan. IL No. P/RM/2131164/S/DL/18. Ref. No. 69(3)/63-082-Aid I. Cable: VINCHEM, Kota. SBC-510.

299 Products of Petroleum, Coal

GERMANY—Heavy, light fuel oil, lubricants. Direct purchase and agency. Reinhold Mueller & Co., (importer, wholesaler), 40 Weipertstrasse, 71 Heilbronn/Neckar. WTD 4/23/62.

301 Tires, Tubes

SYRIA—Tires, tubes for farm tractors, passenger cars, trucks. Import on a commission and representation basis. Direct purchase and agency. Diran D. Manuelian, (importer, manufacturers' agent), P.O. Box 677, Aleppo. WTD 6/19/63.

303 Reclaimed Rubber

SWEDEN—Rubber intended for use in the cable making industry. Sieverts Kabelverk AB, (importer, manufacturer), Sunbyberg. WTD 4/2/63.

307 Plastic Products

● **BURMA**—Vinyl sheets, length 60 ft., width 60 ft., thickness 0.1 mm., quantity 200 sheets. Vinyl rolls, length 300 ft., width 4.5 ft., thickness 0.1 mm., quantity 12 rolls. Tender No. NIV/87/G-3(63-64), bid deadline January 20. The Chairman, Civil Stores Committee No. (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5220).

ENGLAND—Plastic items: inexpensive novelty lines. Agency and direct purchase. F.E. Wolffing, (manufacturer, wholesaler), 59/60 Myddelton St., London, E.C.1. WTD 12/6/63.

SWEDEN—Plastic wall, floor tiles, other building materials. Glas AB Erik Lindberg, (wholesaler), P.O. Box 121, Malmo 1.

Plastic sheets of type suitable for roller blinds. AB Fjugesta Rullgardinfabrik, (manufacturer, wholesaler), Fjugesta. WTD 4/2/63.

Plastic foils. Zethreaus Trading AB, (wholesaler, sales agent), P.O. Box 3239, Stockholm 3. WTD 7/16/63.

Disposable plastic products for hospital use. Medifa, (wholesaler, sales agent), Norrtullsgatan 41-43, Stockholm Va. WTD 7/23/63.

310 Leather Products

FRANCE—Leather gift articles; also luggage. Direct purchase and agency. Sellerie de France, (manufacturer, importer, dealer), 12 rue du Fg St. Honoré, Paris. WTD 11/22/63.

311 Leather Tanning, Finishing

SWEDEN—Leather, garment. Zethreaus Trading AB, (wholesaler, sales agent), P.O. Box 3239, Stockholm 3. WTD 7/16/63.

316 Luggage

FRANCE—Leather luggage. Direct purchase and agency. Sellerie de France, (importer, manufacturer, dealer), 12 rue du Faubourg St-Honoré, Paris, WTD 11/22/63.

321 Flat Glass

SWEDEN—Building glass. Glas AB Erik Lindberg, (wholesaler), P.O. Box 121, Malmo 1.

322 Glass, Glassware

● **TUNISIA**—Supply of empty vials, various sizes, quantities. Tender No. 5/1964, bid deadline January 15. Monsieur le Directeur de la Pharmacie, Centrale de Tunisie, Ave. Charles Nicolle, El Mensah-Tunis. Specifications in French.★ (Telephone: 202-WO 7-3171).

329 Abrasive, Asbestos, Nonmetallic Mineral Products

JAPAN—Magnesia cement for use in manufacturing wallboard, other building materials. Requests replies with cif prices, Japan. Mori Mokuzai Kaisha, Ltd., 6, 7-chome, Higashikawabata-cho, Naka-ku, Nagoya. WTD 12/9/63.

331 Steel Mill Products

● **BURMA**—Wire mesh, various items and sizes, approx. 764 sheets. Tender No. CS/21/GI(63-64), bid deadline January 13.

● A supply of mild steel electrodes. Quotation No. NIV/65/G-3(63-64), bid deadline January 13, 1964.

● One hundred portable arc welders. Quotation No. GH/116/GII/63-64, bid deadline January 13. All above for: The Chairman, Civil Stores Committee No. (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5652).

■ **GREECE**—Tin mill black plate rejects, 29/31 gauge, size 20 x 28″ and larger, assorted to one gauge and size per skid, about 100,000 lb. Subject to GSA Defense Materials Services procedure. Biosmalt Ellinki Viomihania Emaye E.P.E., Dodekanissou 26, Piraeus.

■ Stainless steel sheets grades AISI 301 and/or 304 finish, bright annealed and/or 2B in sizes 1,000 x 2,000 mm, 1250 x 2500 mm, and/or 1,000 x 3,000 mm thickness, 0.4 mm, 0.5 mm, 0.6 mm, 0.7 mm, 0.8 mm, and/or 1.0 mm packed in skids of approx. 1,000 kg. per skid. All prices cif Piraeus basis, $15,000. Subject to GSA Defense Materials Services procedure. N. Mircas, Normanou St., 3, Athens.

Both the above are for loan No. 240-H-028. U.S. source. Quotation date January 13. SBC-511.

■ **INDIA**—High tensile galvanized steel wire, high carbon steel, carbon content 0.6%, of S.W. construction suitable for use as core wire in A.C.S.R. and quality specifications conforming to ASTM-B 245-60, or alternatively to BSS 215 Part II of 1956 and galvanizing to BSS-443 of 1961. Sizes 0.083, 0.093, 0.102, 0.118, 0.132, 0.144, 0.161″ dia. Coil weights for 0.083, 0.093, 0.102 coil weights should be 150 lb. balance 300 lb., with tolerance in weight plus or minus 4%; c&f basis, Indian port. Approx. $28,700. Quotation date January 19. Anam Electrical Mfg. Co., Kadiam, East Godavari District, Andhra Pradesh. SBC-510.

■ Stainless steel bars, to AISI-310; rounds 12 mm-100 mm thick; hollow bars; various lengths, weights. Sheets, to AISI-310, 44 Nos., approx. wt. 2380 kg., 1mx2m, 2-7 mm thick; to AISI-321, 47 Nos., approx. wt. 1615 kg., 1mx2m, thickness 17G, 2 mm, 3 mm; to AISI-330, 7 Nos., approx. wt. 391 kg., 1mx2m, thickness 3, 4, 5 mm; Loan No. 386-H-082. U.S. source. Ref. No. DC/217/BDL/172. IL No. DL/82/1212/03201/0151, No. DL/82/1212/0229. Quotation date January 21. Khandelwal Udyog Ltd., Kurla-Kirol Rd., P.O. Rajawadi, Bombay 77. Cable: LOHAUDYOG. SBC-506.

Late Leads

Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

■ Equipment for steel wire drawing plant: ferrous wires, low carbon, starting point 6.34 mm, finishing point 0.30 mm; wires to be drawn, 2.76 mm, 100 M.T.; 2.11 mm, 150 M.T.; 1.65 mm, 200 M.T.; 1.24 mm, 200 M.T.; 0.89 mm, 200 M.T.; 0.71 mm, 400 M.T.; 0.56 mm, 400 M.T.; 0.46 mm, 300 M.T.; 0.36 mm, 250 M.T.; 0.30 mm, 300 M.T.; based on single shift of 8 hrs. per day on an annual basis. Machinery required along with annealing and galvanizing plant; c&f India. Offers to be in duplicate, accompanied by drawing and other detailed specifications. Loan No. 386-A-032 (DLF Loan No. 157). U.S. source. Quotation date January 26. IL No. 978363/DLF-157/62-HQ/CG.IV. Ref. No. 20(10)/63-AID.IL Janta Steel & Metal Co-op Ind. Society Ltd., 5948 Ballimaran, Delhi. Cable: LIFE-LONG. SBC-509.

■ M.S. pickled cold rolled sheets, tested quality, 12-22 SWG, 4'x8'. Approx. $14,700. IL No. DL/55/644/03101/0150. Ref. No. DC/217/BDL/169; cif. Fedders Lloyd Corp. Pvt. Ltd., M-13 Connaught Circus, New Delhi 1. Cable: FEDDLLOYD.

■ High speed steel, Sixix, analysis tungsten 6.5%, molybdenum 5%, chromium 4%, vanadium 2%, carbon .8/.9%, hot drawn bars .073", .114", .135", .197", .229", .332"; 8,300 kgs. IL No. P/RM/000057/R/DL/18/S/D/16/45/528. Ref. No. DC/217/BDL/170. The Indian Tool Manufacturers Ltd., 101 Sion Rd., Sion, Bombay 22. Cable: ITOOLS, Bombay, Sion.

Both the above for Loan No. 386-H-082. U.S. source. Quotation date January 16. SBC-506.

■ **PAKISTAN**—Stainless steel bars, flat type 420, hot rolled annealed, free from cracks and other rolling defects, chromium 12.50/13.50%, carbon .15/.25%-.35/.40%, ½" x ¼" flat x 12/14 ft. random length, approx. 7,000 lb.; same, ½" x 3/16" flat x 12/14 ft. random length, approx. 3,000 lb. Stainless steel bars, type 410, hot rolled annealed, free from cracks and other rolling defects, chromium 11.50/13.50%, carbon min. .11% and max. .15%, 12/14 ft. random lengths; flat, ½" x ¼", ½" x 3/16", ⅜" x ⅝", 1" x ½", total 13,500 lb.; round, ¼", ⅜", ½", total 1,500 lb. Stainless steel sheets, AISI-10, 18 and 19 gauge, 1,000 lb. Loan No. 391-H-066. U.S. source. IL No. 232786. Quotation date January 13. Phillips & Jones, Phillips St., Sialket City. SBC-509.

■ M.S. billets, prime quality, SAE 1025, heat marks die stamped on each billet, accompanied by works test certificate, lengths 18' and up, 2"x2", 2½"x2½", 3"x3", 3½"x3½", 4"x4"; c&f Karachi, per l.t. Approx. $491,300. IL No. 377985. Loan No. 391-H-066. U.S. source. Quotation date January 12. Hardware Mfg. Corp., F/44 Mauripur Rd., Karachi, W. SBC-509.

■ **TURKEY**—Unassorted hot dipped tinplate 1.25 lb. coating, 18¾ x 28, 20 x 30, 20 x 28, 20 x 28, 100/90. 112 sheets each; or, electrolytic tinplate cobbles, not assorted to size or base weight, 107 lb. or lighter, 10 x 10 and larger. $10,000 cif Hermon Canbeden Kom. Sti. Tersane Cad. Malzeme han kat 3 No. 146/18 Galata. Import license No. 002506.

■ Unassorted hot dipped tin plate. 1.25 lb. coating, 1¾ x 28, 20 x 30, 107 lb; electrolytic tinplate waste waste assorted to size and base weight, 18 x 24 and larger, 80/107 lb; electrolytic tinplate cobbles, not assorted to size and base weight. 18 x 24 and/or 10 x 10 and larger. 80/107 lb. In original mill export packing, cif basis, approx. $20 000. IL No. 2488. Suleyman Cehreli ve Ogullari Gur ve Yaman Cehreli Koll. skt Fermeneciler cad; Cehreli han.

■ Electrolytic tinplate culls, soft commercial tempers, tin coating 0.25 lb. or better, unassorted to b.w., size on each skid, 18 x 24, 20 x 28 and larger; or electrolytic tinplate cobbles ,not assorted to size or base weight, 107 lb. lighter, 10 x 10 and larger, original mill metal export packages, approx. $6,000. IL No. 002499. Kolmaz Ticaret Evi-Hrant Canbeden, Insaat Malzemesi ve Nalburiye, Fermeneciler, No. 100, Galata, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date January 14. Subject to GSA Defense Materials Services procedure. SBC-515.

■ Coke tinplate waste waste assorted to size/gauge, 80x107 lb. base weight, 20x28 and larger, about 50 tons, approx. $10,000 c&f. IL No. 616. Sadettin Tezcan 905 Sokak No. 5, Izmir.

■ Electrolytic tinplate cobbles, not assorted to size or base weight, 107 lb. and lighter, 18x24 and larger; or electrolytic tinplate waste waste assorted to size and base weight, 80/107 lb., 18x24 and larger, 107 lb. and lighter; and/or, unassorted hot dipped tinplate 1.25 coating, size and base weight, 18¾x28, 20x30", 107 lb.; approx. $10,000. IL No. 2514. Serattar Ithalat Ihracat T.A.S., Galata, Okcu Musa Caddesi 36-38 Galata, Okcu Musa Caddesi 36-38 Serattar Hani Kat 3, Istanbul. Cable: SERATTAR, Istanbul.

■ Unassorted hot dipped coke tinplate, 1.25 coating, size 20x28", base weight 90 lb., $18,000; b.w. 95 lb., $20,000; b.w. 100 lb., $38,000. Total $76,000 cif Istanbul. IL No. 2104. Tamek Konservecilik Ltd., Sti., Cumhuriyet Cad. No. 233/4 Harbiye-Istanbul.

All the above are for loan No. 277-H-043. Subject to GSA Defense Materials procedure. U.S. source. SBC-515.

■ Electrolytic tinplate waste waste, assorted to size and base weight per skid, all bright finish or matte finish, 0.25 lb. coating, soft temper, of 90/107 lb., size 20x28 and larger, completely metal wrapped, $5,300. Import license No. 002487. Electrolytic tinplate waste waste, assorted to size and base weight, 80/107 lb., 18x24 and larger, or electrolytic tinplate cobbles, not assorted to size or base weight, 107 lb. and lighter, 10x10, 18x24 and larger, $10,000 cif. IL No. 002505. Kolmaz Ticaret Evi-Hrant Canbeden Fermeneciler Cad. No. 100 Galata. Quotation date January 14. Loan No. 277-H-043. U.S. source.

■ Electrolytic tinplate cobbles, all bright, soft temper, assorted to one size and gauge per skid, 0.25 tin coating and better, base weight 30%, 70/80 lb., 70% 100/107 lb., original mill packed, sizes 18¾"x28" and larger, with or without holes or spots, or coke tinplate standard U/A, tin coating, 1.25 lb., base weight, 107 lb., 70%, 18¾"x28", 30%, 20x30" approx. $20,000. IL No. 576/096326. Quotation date January 14. Bereket Ticaret A.S., Sehit Fethi Bey Cadd. No. 6, Izmir. SBC-515.

333 Primary Smelting, Refining of Nonferrous Metals

■ **KOREA**—Aluminum ingot 99.5%, in bulk, approx. 63 m.t.; c&f Pusan, by U.S. flag vessel. Ref. No. FFO-SAI-3-868. Quotation date January 15. Hwa Kyung Industrial Co., Ltd., 51, 1-ka, Chungmoo-ro, Chung-ku, Seoul. SBC-511.

SWEDEN—Copper, lead, tin, refined, intended for use in the cable making industry. Sieverts Kabelverk AB, (importer, manufacturer), Sundbyberg. WTD 4/2/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

FRANCE—Wire and cables for communication equipment. Direct purchase and agency. Ets. D. Tahon, (importer, dealer), 3/5 rue Eugène Süe, Neuilly-Plaisance (Seine & Oise). WTD 9/18/63.

● **GREECE**—Insulated copper communication wire and cable, switchboard cable of plastic insulation, hexagonal screws, molled screws, cylindrical screws, earthing washers, hexagonal nuts, various sizes, quantities. Tender No. 6274; bid deadline January 29. Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-2162).

● **INDIA**—Single-core 11KV cable insulated with rubber or P.V.C., .01 sq. in. (1,094 yd.), 0.1 sq. in. (1,094 yd.). Tender No. 464/Beas/P.R./3000/E-376, bid deadline January 29. Superintending Engineer, Procurement Circle, P.O. Teleara Township, Punjab. Specifications may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C.

● **IRELAND**—Cable, aerial, self-supporting, combined twin 30 pair 20 lb. (12 miles); tender No. SDIC/388, bid deadline January 22. The Controller of Stores, Dept. of Posts & Telegraphs, Aldborough House, Dublin 1.★ (Telephone: 202-WO 7-2162).

SWEDEN—Aluminum sheet, shapes. Termo-Industrier AB, (manufacturer), Vastergatan 13, Eskilstuna.

342 Cutlery, Hand Tools, General Hardware

★★ **AUSTRIA—Trade Mission**

Manufacturer seeks agency for door knobs, with and without locks, also bathroom fittings. Wunsch & Vogel, Neulinggasse 29, Vienna III. I.R. 365.

ENGLAND—Hardware for aluminum windows, such as winding handles for jalousies, awnings. Taylor Brothers & Baker Ltd., (importer), King Albert Chambers, Jameson St., Hull, Yorkshire. WTD 6/27/63.

SWEDEN—Garden, household equipment. Moberg & Josefson, (wholesaler), Teckomatorp.

Hardware, builder's, locksmith's, locks. Kafs Industrier, (wholesaler), Agnegatan 44, Stockholm K. WTD 7/16/63.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—Natural gas fired hot air central heating systems for domestic use. Direct purchase exclusive agency. N.V. Nap, (sales agent), 53 Damrak, Amsterdam.

351 Engines, Turbines

ENGLAND—Marine mechanical equipment, principally marine engines, outboard motors, to cover craft up to a water line length of 40 ft. Agency and direct purchase. University

Late Leads

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Marine Ltd. (importer), Silverdale Rd., Hayes, Middlesex. WTD 11/18/63.

352 Farm Machinery

SWEDEN—Lawn mowers. Moberg & Josefson, (wholesaler), Teckomatorp.

Garden tractors, lawn mowers, snow removal equipment for domestic use. Agria Universal Traktorer AB, (wholesaler, sales agent), Vastmannagatan 1, Stockholm C.

353 Construction Machinery

● **AUSTRALIA**—One two-hundred-and-fifty-ton capacity self-propelled floating crane; main hoist capable of lifting a load of 250 tons with an outreach of 40 ft. beyond the end of the pontoon, bid deadline February 28. The Secretary, The Melbourne Harbor Trust Commissioners, 29 Market St., Melbourne, C.1., Victoria.★ (Telephone: 202-WO 7-5589).

● **BURMA**—Passenger lifts, two (2), 10 persons of 1500 lb. capacity, speed of 150 ft/min, (2 speed) with leveling device. Tender No. DPES. 30/64, bid deadline January 15. The Director of Procurement, Defense Dept., Office of the Director of Procurement, Rangoon.★ (Telephone: 202-WO 7-5589).

● **EAST PAKISTAN**—8-10 ton diesel tandem road roller with accessory attachments, spare parts recommendation to cover 2 years' operation. Tender No. S-8/358/ENGG/63-64, bid deadline January 13. The Director of Supply, Government of East Pakistan, E.P.ID.C. House, Motijheel, Dacca.★ (Telephone: 202-WO 7-5566).

GERMANY—Small equipment, machinery for use in road building; importing distributor requests replies from U.S. manufacturers only with price quotations cif Dutch or German ports. A. Knappe, (wholesaler), 7 Herzogstrasse, 4 Düsseldorf. WTD 11/22/63.

■ **GREECE**—Tractor scrapers, 2 Nos., 24 cu. yd. struck capacity, powered by approx. 432 hp diesel engine with Allison or equal single stage converter. Torqmatic transmission with spur planetary gearing; 6 speeds forward, one reverse, with spitter valve. Full power shifting through hydraulically actuated mutiple disc clutches. Full hydraulic actuation on all operations. Spare parts, one lot, for initial servicing of the units. Loan No. 240-H-028. U.S. source. Quotation date January 11. Scapaneus S.A., 6 Akademias St., Athens. SBC-507.

■ Tractor scrapers, 3 Nos., 24 cu. yd. struck capacity, powered by approx. 432 hp diesel engine with Allison or equal single stage converter. Torqmatic transmission with spur planetary gearing; 6 speeds forwards, one reverse, with spitter valve. Full power shifting through hydraulically actuated multiple disc clutches. Full hydraulic actuation on all operations. Spare parts, one lot, for initial servicing of units. Loan No. 248-H-028. U.S. source. Quotation date January 11. Ergolipsia Fragmatos Pinou, 57 Akademias St., Athens. SBC-507.

■ **INDIA**—'NX' diamond core bits with waterways set with 16 carats of second quality diamonds 60/80 stones per carat, set in suitable hard matrix for drilling in hard formation like granite, 40 Nos.; same, 'BX' bits, with 12 carats second quality diamonds, 30 Nos.; same, 'AX' bits, with 8 carats second qaulity diamonds, 20 Nos. 'NX' impregnated diamond core bits with waterways set with 33 carats of diamond powder with suitable hard matrix for drilling in very hard formations like granite and quartz, 20 Nos.; same 'BX' bits, with 23 carats of diamond powder, 15 Nos.; same, 'AX' bits, with 18 carats of diamond powder, 10 Nos. Loan Nos. 386-H-082. U.S. source. IL No. 032866. Ref. No. 64(10)/63-082/AID-(1). Quotation date January 25. Vulcan Trading Co. (P) Ltd., 19 British Indian St., Calcutta. Cable: SKANDIA, Calcutta. SBC-506.

■ High speed mixer with special type impellers to give maximum dispersion of pigments, equipped with 7½ h.p. flame proof motor suitable for 400/440 v., 3 phase, 50 cycle, A.C. supply with adjustable speed from 800 to 2400 r.p.m.; flame proof starter and switch, recommended essential spares, three different size propellers, 2 sets; 10 h.p. flame proof motor and starter, same 3 h.p., 3 nos., same 1 h.p., 3 Nos., cif Madras. Ref. No. 13(12)/63-Aid.II. IL No. 386-A-032 (DLF Loan No. 157). U.S. Source. Quotation date January 31. SBC-510.

■ Trash rack rake equipment for river water pump house. Loan No. 386-A-044 (DLF Loan No. 190). U.S. source. Bid deadline January 7. Tender No. Project/3200-P/Talcher/T.R. Equip/VA; tender fee, not refundable, $7.25 ea. Ref. No. D/ENQ/836. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. SBC-506.

■ Rear-end dumping trucks, 15 ton capacity, diesel engine, 18/I; crawler mounted bulldozer, drawbar h.p. approx. 200, auxiliaries, accessories, spares; 65(1-5)/V; portable deep rock drilling machine; crawler mounted tractor-loader; imported components, spares for Kinyon pumps, dust collectors, clinker coolers, X-ray diamond core drilling rig, complete with accessories, spares, 19/II; 33 KV lighting arresters, 42/II; power factor meters, spares; large steel castings, forgings for manufacture of cement making machinery, ACC/1-63-KY/DLF/6; boiler quality normalized, tested plates in sizes from 19 to 80 mm thickness, 65(5)/V. Import license No. P/CG/2040198/R/DL/18/C/H/18/CG.III. Ref. No. 19(5)/63-AID-II. Loan No. 386-A-032. (AID Loan No. 157). $37,700. U.S. source. Quotation date February 8. The Associated Cement Co., Ltd., 121, Queen's Rd., Bombay. Cable: ACCPURCHEZ, Bombay. SBC-513.★

● 15-20 ton rear dump off-highway hauler, tracklaying dozers, tracklaying shovel-loaders, 600 CFM compressors, 2 ton diesel fork truck. Tender No. P/F/1/63, bid deadline January 31. National Mineral Development Corp. Ltd. (Bailadila Iron Ore Project), New Industrial Township, Faridabad (Pb.). Detailed specifications available from the corporation; tender fee $10.50 each, not refundable.

● Hydraulic cranes, two, 7-8 m.t. capacity at 1.5 meter radius, suitable for mounting on purchaser's flat bed rail car. Tender No. 459/Beas/PR/51192/A1399, bid deadline January 31. Superintending Engineer, Procurement Circle, Talwara Township, Distt. Hoshiarpur. Specifications available from India Supply Mission (Ref. No.D/ENQ/857) 2536 Massachusetts Ave., N.W., Washington, D.C. 20008.

SYRIA—Used low tonnage trucks, of any U.S. make, in good working condition. Dimidjian Brothers, (importer, commission agent), Suleimanieh St. No. 244, Aleppo. WTD 11/30/63.

■ **TUNISIA**—Well drilling machines, bore hole drilling, tubing equipment, approx. $24,000. Loan No. 196. World wide (899). Quotation date January 16. L'Equipment Hydraulique, 47 Rue du Portugal, Tunis. SBC-511.

354 Metalworking Machinery

● **BURMA**—Variety of circular dies, adjustable, taper and split types; tender No. GH/98/GII/63-64, bid deadline January 6. Variety of cutting and forming tools for Universal plate working machine No. 58326; tender No. NIV/83/G-3(63-64), bid deadline January 15. For both tenders: Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5611).

■ **INDIA**—Micromolds, honing stones, aluminum shell assemblies, lapping compounds, large quantities; diamond wheels for off hand grinding, chip braker grinding wheels to suit same, 2 Nos. ea.; metal bonded electrolytic diamond grinding wheels, 7 Nos. Loan No. 386-A-055 (DLF Loan No. 217). U.S. source. Quotation date January 27. IL No. 595750/61. Ref. No. 61(1)/62-AID(1). Mahindra & Mahindra Ltd., Gateway Bldg., Apollo Bunder, Bombay 1. Cable: JEEPS, Bombay. SBC-506.★

SWEDEN—Machine tools. AB Landelius & Bjorklund, (wholesaler, sales agent), P.O. Box 12119, Stockholm 12. WTD 7/22/63.

Sheet metal working machinery, tools. Lindahl & Nermark AB, (wholesaler, distributor), Goteborgsvagen 16, Alingsas.

Automotive maintenance equipment, accessories, tools. AB Agebe, (wholesaler), Luntmakargatan 25, Stockholm Va. WTD 8/28/63.

355 Special Industry Machinery

ENGLAND—Chemical manufacturing machinery, particularly extrusion machines. Direct purchase and agency. Wingetac Trading Ltd., (importer, sales agent), 20 Grosvenor Place, London, W.1. WTD 12/5/63.

Ancillary items for hosiery, clothing, boot, shoe trades, such as cutting machines, shears, sewing machines, needles, belt pliers. Direct purchase and agency. Brown, Rudkin Ltd., 9A Rutland St., Leicester. WTD 12/4/63.

■ **INDIA**—Scarfing torches, accessories, 12 nos.; deseaming nozzles, spares; accessories for gouging blowpipes, 62 items. Import license No. EI/GL/MTC/236/DLF-217/363. Loan No. 386-A-055, (AID Loan No. 217). U.S. source. Quotation date January 31. Indian Oxygen Ltd., 48/1, Diamond Harbour Rd., Calcutta 27. SBC-513.★

■ **INDIA**—Thred-O-Matic machine with uniquad die head, high speed dies ½", ¾", 1"-2"; complete with electrical equipment suitable for A.C. 220/1/50 supply, uniquad bolt die head ¼-2¼", bolt dies; high speed steel, R.H.N.F., ¼"-1½", R.H.N.C. 1⅝", 1¾", 2"; 3 Nos.

■ Metallizing spraying machines, ⅛", 3/16", complete with power supply units, air control units, gas control units, flow meters; accessories such as hose units, wire cutters, rotary shaft preparing units, wire control, straightening units; spares such as wire nozzles, special valve lubes, gear lubes; 3 Nos.; c&f Bombay. Loan No. 386-H-082. U.S. source. Quotation date January 27. IL No. P/EI/90,10.048/R/DL/18/M/D/17. Ref. No. 63(52)/63-082/AID(1). Hasambhoy Jetha, Opp. Byculla Goods Depot, Bombay 27. SBC-506.

PORTUGAL—Tag making machine. Direct purchase and agency. Gomes de Castro & Irmão, Lda., (importer, wholesaler, retailer, mfrs. representative), 229 Rua Guedes de Azevedo, Oporto. WTD 11/15/63.

Hand operated embossing machine (in sensitive adhesive tape). Direct purchase and agency. Gomes de Castro & Irmão, Lda., 229 Rua Guedes de Azevedo, Oporto. WTD 11/15/63.

SWEDEN—Machinery, equipment for the cable making industry. Sieverts Kabelverk AB,

(importer, manufacturer), Sundyberg. WTD 4/2/63.

Machinery for paint, varnish industry. Firma Peter Wessel, (wholesaler, sales agent), Brantingsgatan 35, Stockholm No. WTD 4/5/63.

356 General Industrial Machinery

■ **INDIA**—70 GPM dual pressure motorized oil pumping units on 250-gallon reservoir, with 4½" GPM high pressure volume; 2 Nos. Cut-over from low to high pressures to be automatic; pump to include motor, starter and complete valving for four 16" or 18" ram presses. Loan No. 386-A-032 (DLF Loan No. 157). U.S. source. Quotation date January 28. IL No. P/CG/2040148/R/DL/18/C.G.III. Ref. No. 13(19)/63-AID.II. Shree Products Ltd., Swastik House, Behind Kirkee Rwy. Station, Poona 3. SBC-506.

■ Boiler feed pumps recirculation and bypass controls and accessories, 10 sets; complete with controls, instruments, panels. Loan No. 386-H-077. U.S. source. Bid deadline January 22. Tender No. Project/3217-P/Satpura/Group-C/V. Tender fee, not refundable, $28.35 ea. ISM Ref. No. D/ENQ/840. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. SBC-507.

SWEDEN—Compressors, compressor parts, attachments, packing materials. Lennart Gullander AB, (wholesaler, sales agent), Stamgatan 1, Älvsjö. WTD 4/2/63.

■ **TUNISIA**—Complete set of tools to refit, take down, adjust, inspect pumps; testing bench and accessories, approx. $5,900. Loan No. 196. World wide (899). Quotation date January 16. Mohamed Ben Bouzid, Km2 Route de Zaghouan, Tunis. SBC-511.

357 Office, Computing, Accounting Machines

■ **COSTA RICA**—Typewriters, standard, manual, Spanish keyboard, 31 ea.; typewriters, standard, pharmaceutical, Spanish keyboard, 3 ea.; numbering machines, standard movement, 4 ea.; cash receipt machines, electric, 2 ea.; dry-process photocopy machine. PIO/C No. 515-14-550-951-9-30186. World wide (899). Invitation No. 5618. Bid deadline January 30. Proveeduria Direccion General de Asistencia, Equipo de Oficina, Aptdo. 745, San Jose. Copies of Invitation to Bid and detailed specifications may be obtained from the Embassy of Costa Rica, 2112 S St. NW., Washington, D.C., Attn: Mr. Hernandez. SBC-507.

FRANCE—Data processing equipment for treatment of information. Note: The firm has been contacted by the Embassy and it stated that although it has already imported calculators from the U.S., it is still interested in doing further business. Compagnie des Machines Bull, (manufacturer), 94 ave. Gambetta, Paris 20e. WTD 10/23/63.

SWEDEN—Office machines of all kinds. AB Carl Lamm Maskinaffar, (distributor), P.O. Box 3236, Stockholm 3.

358 Service Industry Machines

See also SPECIAL TRADE LEADS on page 34.

★★ AUSTRIA—Trade Mission

Sales firm seeks air conditioning and humidity control equipment for representation in Austria, Rumania, Poland, Czechoslovakia. Ing.A.Veit, Neustiftgasse 96/23, Vienna VII. I.R. 295.

FRANCE—Electric, portable floor polishers. Direct purchase and agency. Ets. D. Tahon, (importer, dealer), 3/5 rue Eugène Süe, Neuilly-Plaisance (Seine & Oise). WTD 9/8/63.

SWEDEN—Merchandising machines, also used equipment. Pan-Nordic Automation AB, (manufacturer, exporter, importer), Box 18, Särö.

● **URUGUAY**—Washing machines, two, with 50-150 kgs. capacity, steam drum type; laundry drying tumblers, two, steam, capacity, 18-20 kgs., to dry clothes with up to 50% humidity; laundry extractors, two centrifugal type, capacity 35-70 kgs.; laundry ironer, one, steam, capacity 200 kgs./hour; six roller type with a total width of 3 m.; laundry presses, two, steam, compressed-air operated. Tender No. 311, bid deadline January 21. Ministerio de Salud Publica, Seccion Licitaciones, Av. 18 de Julio 1205, Montevideo.★ (Telephone: 202-WO 7-3518).

361 Electric Transmission Distribution Equipment

■ **GREECE**—Fuse blocks, type NUZ, 500 v., 25 A., or similar, consisting of the base, its cover, and the screw cap; 100,000 pcs. Loan No. 240-H-028. U.S. source. Bid deadline January 14. Ref. No. 585. Public Power Corp., Athens Piraeus Division, 4, Korai St., Athens. Bids are solicited on a worldwide basis. If the selected offer is from the U.S., it is expected that these purchases will be financed by AID under the loan cited or with free dollars. Copies of detailed specifications and conditions may be obtained by writing to the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-507.

JAPAN—Oscilloscopes, signal generators, voltmeters. Trade Opportunities Staff, BDSA-111, U.S. Department of Commerce, Box T-60-64, Room 4203, Washington, D.C. 20230.

362 Electrical Industrial Apparatus

See also SPECIAL TRADE LEADS on page 34.

■ **BRAZIL**—Mobile diesel generator units for base load operation packaged power plants, 3. Units to be complete, including manually or automatically starting system, cooling system, all auxiliaries, mounted with weather protective and insulated enclosure. Designed to permit railway or highway transportation. Inquiry No. IMP-1300. Loan No. 512-L-014. Bid deadline January 30. Centrais Electricas De Minas Gerais, S.A. Belo Horizonte, Minas, Gerais. SBC-514.★

■ **CHINA**—Anti-acid automatic vacuum seamer, pump, change, head parts, long list of items. Quotation date January 14. China Development Corp., on behalf of Tai Chong Industrial Corp., Ltd., 312 Chung Shan Rd., Feng Shan, Taiwan. Loan No. 113. World wide (899). SBC-510.★

■ **INDIA**—Electrodes, including Ferospeed, Supernicron, Supercito, Universe, various sizes, large quantities. Loan No. 386-A-055 (DLF Loan No. 217). U.S. source. Quotation date January 31. Ref. No. 65(331)/63-AID.1. IL No. A-588277/61/AU-DW/CCI/HQ/RM. Mahindra & Mahindra Ltd., Gateway Bldg., Apollo Bunder, Bombay 1. Cable: JEEPS, Bombay. SBC-506.

NETHERLANDS—Selenium rectifiers. Brinkman & Germeraad N.V., 5 Stationsstraat, Velp (G.).

363 Household Appliances

★★ AUSTRIA—Trade Mission

Sales firm seeks representation of refrigerators for Austria, Rumania, Poland, Czechoslovakia. Ing.A.Veit, Neustiftgasse 96/23 Vienna VII. I.R. 295.

GERMANY—Automatic ice cube making machines for household purposes; importing distributor requests offers from U.S. manufacturers only with price quotations cif Dutch or German ports. A. Knappe, 7 Herzogstrasse, 4 Düsseldorf. WTD 11/22/63.

JAPAN—Instant heaters, bar-shape, for boiling water in a cup. Direct purchase and agency. The Kobe Mutual Trading Co., Ltd., (importer, exporter), 56 1-chome, Sannomiya-cho, Ikuta Ku, Kobe.

364 Electrical Lighting, Wiring Equipment

FRANCE—Electrical tubes. Direct purchase and agency. Ets. D. Tahon, (importer, dealer), 3/5 rue Eugène Süe, Neuilly-Plaisance (Seine & Oise). WTD 9/8/63.

365 Radio, Television Receiving Sets

FRANCE—Microphones. Direct purchase and agency. Ets. D. Tahon, 3/5 rue Eugène Süe, Neuilly-Plaisance (Seine & Oise). WTD 9/8/63.

Radio receivers, radio-phonographs, record players, tape-recorders. Direct Purchase and agency. Eurocom Electronic, 19 rue Marbeuf, Paris 8e.

SWEDEN—Phonographs, coin operated. AB Freius Danneman & Co., (importer), Grenstigen 9, Lidingo.

366 Communication Equipment

● **AUSTRALIA**—Supply and delivery of voice frequency telegraph equipment over a three year period. Schedule No. C 9399, bid deadline, February 18. The Controller of Stores & Contracts, Dept. of the Postmaster General, 114 Russell St., Melbourne.★ (Telephone: 202-WO 7-4823).

SWEDEN—Military electronic systems equipment. AB Trako, (wholesaler, sales agent), Stockholm Va. WTD 3/7/62.

Military electronic systems equipment, integrating microwave circuits. AB Forslid & Co., Radmansgatan 56, Stockholm Va. WTD 4/3/62.

Late Leads

Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

367 Electronic Components

See also SPECIAL TRADE LEADS on page 34.

NETHERLANDS—Transistors, crystal diodes, similar solid state devices. Complete line of automatic switch material. Brinkman & Germeraad N.V., 5 Stationsstraat, Velp (G.).

SWEDEN—Phonograph parts, accessories. Cupol AB, (manufacturer, importer, exporter), Katarina Bangata 17, Stockholm. WTD 8/30/63.

Electronic components, especially semiconductors, for high effect. Sonic AB, (wholesaler, sales agent), Slanbarsvagen 2, Danderyd. WTD 9/9/63.

Electronic components and sub-assemblies. Teltronic Elektro-Komponent AB, (wholesaler, sales agent), Harjedalsgatan 32, Vallingby. WTD 7/19/63.

369 Electrical Machinery, Equipment, Supplies

● **EAST PAKISTAN**—Supply of 24 dry cell batteries (24 volts capacity, 25 ampere hours). Tender No. S-11/733/63-64Y bid deadline, 9 a.m. January 18. The Secretary to the Government of East Pakistan, Commerce, Labour & Industries Dept., Directorate of Supply, Dacca.★ (Telephone: 202-WO 7-5346).

371 Motor Vehicles, Equipment

★★ **AUSTRIA—Trade Mission**

Distributor seeks car accessories to import on own account or act as agent in Austria. Lafarma, Florianigasse 60, Vienna VII. I.R. 380.

■ **GREECE**—Passenger vehicles, trucks, tractors: 4 and 6-passenger sedan type petrol driven vehicles; 10-passenger long station wagon type petrol driven vehicles; 15 and 40-passenger buses; trucks, 1.5, 3, 5, 7.5, 150, 200 and 300 hp. Loan No. 240-H-028. U.S. source. Bid deadline January 21. Ref. No. 584. Public Power Corp., 30 Chalkokondyli St., Athens 102. Cable: DEH, Athens. Bids are solicited on a worldwide basis. If the selected offer is from the U.S., it is expected that these purchases will be financed by AID under the loan cited or with free dollars. Copies of detailed specifications and conditions may be obtained by writing to the Greek Foreign Trade Administration, 2211 Massachusetts Ave. NW., Washington, D.C. 20008. SBC-507.

■ **INDIA**—Garage tools, Willys for special service. Various tool nos., descriptions, quantities. Reference No. 61(2)/63-082-AID I. Import License No. A-546822/62. Loan No. 386-H-082. U.S. source. Quotation date January 27. Mahindra & Mahindra, Ltd., Gateway Bldg., Apollo Bunder, Bombay 1. SBC-510★

■ Ball bearings for motor vehicles, equivalent to FA'G Part No. L.17, 1000 nos.; SKF, Part No. 6211 ZNR and FA'G, Part No. 3309D, dimensions 45x100x39.7 mm or 1.7717" x3.937"x1.563", 200 nos. each. Import license No. 086141/EI. Ref. No. 60(603)/63-082/Aid(1). Madras Auto Service Private Ltd., 37 Mount Rd., Madras 6. Cable: AUTOSERV, Madras.

■ Motor vehicle parts, Midland, Bendix; voltage regulators, carburetor, parts, U.J. kits, clutch disc, covers, electrical spares, for Dodge/Plymouth, Willys; transmission gears for Dodge KEW fitted with Timken axle and Ford trucks; windshield glasses for Plymouth; fuel parts, pumps. Import license No. 086039/63. Ref. No. 60(202)/63-082/Aid(1). Loan No. 386-H-082. U.S. source. Quotation desired by January 31. Sundaram Motors Private Ltd., Post Box No. 713, 37 Mount Rd., Madras 6. SBC-513.★

SWEDEN—Automobile replacement parts, accessories, machinery, tools. Aug. Huzell AB, (wholesaler, sales agent), Hamntorget, Karlstad.

Street cleaning trucks. Agria Universal Traktorer AB, (wholesaler, sales agent), Vastmannagatan 1, Stockholm C.

372 Aircraft, Parts

See SPECIAL TRADE LEADS on page 34.

380 Controlling Instruments

■ **GREECE**—Transistor regulated spectral meters with accessories, 50 ea.; laboratory microscopes, 10 ea.; laboratory stereomicroscopes, 10 ea.; PH-meters, line and battery operated, complete, with accessories, 60 ea.; photographic camera, Polaroid, 2 ea.; photometers with color filters and laboratory glassware, 20 ea.; distillation units, 2 ea.; centrifuges, general laboratory types, 10 ea. Loan No. 240-H-028. U.S. source. Quotation date January 14. P. Bacacos Chemical & Pharmaceutical Products Co., Ltd., Omonia Square, Athens 101. SBC-507.

381 Engineering, Laboratory, Scientific, Research Instruments

ENGLAND—Servo motors, systems, test apparatus; chemical instruments used for process control purposes. Direct purchase and agency. Servomex Controls Ltd., (manufacturer), Crowborough, Sussex. WTD 12/3/63.

■ **GREECE**—Visual approach slope indicator installations to equip Greek airports; 6 systems. Loan No. 240-H-028. U.S. source. Bid deadline January 9. Ref. No. 587. Ministry of Trade, Direction General of Procurements, Direction B, State Purchases, Section C, Office II, 50 Socrates St., 4th Fl., Athens. Bids are solicited on a worldwide basis. If the selected offer is from the U.S., it is expected that purchases will be financed by AID under the loan cited or with free dollars. Copies of detailed specifications and conditions may be obtained by writing to the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-507.

■ **PAKISTAN**—Distilling apparatus, 25 ea. Barnstead water stills, electrically heated. Loan No. 391-H-066. U.S. source. Bid deadline January 28. Tender No. S-6/48/Chem/63-64. Tender fee, not refundable, $1.05. Government of East Pakistan-Commerce, Labor, & Industries Dept., Directorate of Supply, Dacca. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn. Mrs. Caparelli. Single copies only are available. Suppliers will be required to reproduce their own bid forms and must follow exactly the size and format of the tender received from the Consulate. SBC-507.

SWEDEN—Drawing instruments. B.A. Liden & Soners AB, (wholesalers, sales agent), Barnangsgatan 30, Stockholm So.

Electronic instruments, components for laboratory, industrial use, scientific professional instruments, aeronautical instruments, data processing instruments. Bergman & Beving AB, (wholesaler, sales agent), Fack, Stockholm 10. WTD 3/20/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Oxygen analyzers for sewage treatment plants or other measuring and regulating instruments for these plants and for incinerations. Direct purchase and agency. F. T. Elektrik, Stuttgart-Vaihingen, Jurastrasse 32. WTD 4/10/63, on Fienkton E. Muellerochoen & G. Stotz, Stuttgart-Vachingen.

SWEDEN—Automatic control equipment; measuring equipment; nuclear instruments. Bergman & Beving AB, (wholesaler, sales agent), Fack, Stockholm 10. WTD 3/20/63.

384 Surgical, Medical, Dental Instruments

■ **COSTA RICA**—Sterilizer, 16" x 6" x 30", automatic pressure, using ethylene oxide as sterilizing agent, in cans; ethylene oxide, 21 oz. cans, 12 cans per carton. for use with sterilizer. PIO/C No. 515-14-550-951-9-30186. Worldwide (899). Bid deadline January 31. Invitation No. 5619. Proveeduria Direccion General de Asistencia, 1 Esterilizador, Aptdo. 745, San Jose. Copies of the Invitation to Bid and detailed specifications may be obtained from the Embassy of Costa Rica, 2112 S St., NW., Washington, D.C., Attn. Mr. Hernandez. SBC-507.

ENGLAND—Protective, indicating devices such as carbon monoxide detectors for use in mines. Agency and direct purchase. Martindale Electric Co. Ltd. (manufacturer, exporter, sales agent), Movitex House, 6 Empire Way, Wembley, Middlesex. WTD 12/3/63.

■ **GREECE**—Surgical instruments; stethoscopes; sphygmomanometers or blood pressure apparatus; surgical sutures, atraumatic or non-atraumatic; cat-gut; surgical latex gloves; various rubber sundries such as nipples, rings, cratch tips; enamel hospital ware; stainless steel hospital ware. $10 000. Loan No. 240-H-028. U.S. source. Quotation date January 17. P. Bacacos Chemical & Pharmaceutical Products Co. Ltd., Omonia Square, Athens 101. SBC-507.

● **IRAQ**—Supply of 30 electric surgical suction pumps with 30 sets of section tubes. Tender No. 47/63, bid deadline February 9. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

● Supply of 20 000 No. 4 steel helmets. Tender No. ORD/56/1963, bid deadline January 22. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

PORTUGAL—Adhesive tapes, sensitive pres-

Late Leads

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sure (colored vinyls). Direct purchase and agency. Gomes de Castro & Irmão, Lda., 229 Rua Guedes de Azevedo, Oporto. WTD 11/15/63.

SWEDEN—Specialized electromedical, radiological instruments, equipment. Bergman & Beving AB, (wholesaler, sales agent), Fack, Stockholm 10. WTD 3/20/63.

Medical, surgical, dental instruments. Medifa, (wholesaler, sales agent), Norrtullsgatan 41-43, Stockholm Va. WTD 7/23/63.

386 Photographic Equipment

SWEDEN—Photographic supplies, equipment, graphic arts, photocopying equipment. AB Fotoagenturen, (wholesaler, sales agent), Huvudstavägen 83, Stockholm K. WTD 10/7/63.

387 Watches, Clocks, Parts

SWEDEN—Clocks, alarm, clocks, electric, watches, civilian type, wrist, watch bracelets, watch repair parts. AB Eklora, (wholesaler), Asögatan 142, Stockholm Sö.

394 Toys, Amusement, Sporting Goods

ITALY—Hunting equipment (except wearing apparel), toy firearms; importer, wholesaler, manufacturers' agent. Marte S.A.S. di Stegagno & C., 20-22 Via Boldrini, Bologna.

JAPAN—Model airplanes with remote-control devices; plastic model kits. Direct purchase and agency. Mitsukura Boeki Kaisha, Ltd., (importer, wholesaler, retailer, exporter, manufacturer), Mitsukura Daiichi Bldg., 6/5 Hachiman-Dori, Fukiai Ku, Kobe.

SWEDEN—Sports equipment, camping articles. AB Miami, (manufacturer, importer), Box 59, Tullinge.

Toys of all kinds. Broderna Ivarsson AB, (manufacturer, wholesaler), Osby. WTD 3/13/63.

395 Pens, Pencils, Office, Artists' Materials

SWEDEN—Drawing tables, artists', other artists' materials. B.A. Liden & Soners AB, (wholesaler, sales agent), Barnangsgatan 30, Stockholm So.

Office supplies, equipment. Emil Sandberg AB, (wholesaler, sales agent), Ballstahuset, Sundbyberg.

396 Costume Jewelry, Novelties, Buttons, Notions

ENGLAND—Costume jewelry for men, women; all types, prices. Agency and direct purchase. Charles Norton and Co. Ltd., (importer, wholesaler), 85 Dalston Lane, London, E.8. WTD 11/27/63.

SOUTH AFRICA—Costume jewelry, novelties. Direct purchase and exclusive agency; requests replies from manufacturers only. Pages & Perms, (importing distributor), P.O. Box 13, Bergvliet, Cape Province. WTD 12/2/63.

399 Manufacturing Industries

See also SPECIAL TRADE LEADS on page 34.

★★ AUSTRIA—Trade Mission

Distributor seeks gifts, plastic novelties to import on own account or act as agent in Austria. Lafarma, Florianigasse 60, Vienna VII. I.R. 380.

Distributor interested in exporting hand-painted and decorated novelty candy packages. Lafarma, Florianigasse 60, Vienna VII. I.R. 380.

ENGLAND—Jewel boxes, cigarette boxes, similar items, musical, non-musical. Agency and direct purchase. Charles Norton & Co., Ltd., (importer, wholesaler), 85 Dalston Lane, London, E.8. WTD 11/27/63.

■ **NIGERIA**—Tires, tubes, Ref. No. G4/Various 3763A/1; draughtsmen's equipment, G4/Various 3763A/2; garage mechanic tools, G4/Various 3763A/3; Diesel powered generators, 5 KW, E1B/Various 343 4008; prefabricated steel buildings, C3C/Various 343 4008; aluminum rowboats, W/EM3/Various 3763D/1; sprinkler irrigation systems, C2A/S/Various 343 4008; diesel powered concrete mixers, cable controlled scrapers, crawler tractors, horizontal centrifugal pumps, C2B/Various 343 4008; current meter accessories, C2D/Various 343 4008; current meter accessories, C2D/Various 343 4008; soil test equipment, moisture determination balance, C2D/Various, C2D/Various 343 4008/1; light weight irrigation pipe, C2F/ Various 343 4008; trailer mounted water tanks, disc ridgers, terracers, rotary slashers, EM1/Various 3763; diesel powered electric welders; air compressor, parts; power hacksaw, electric motor; metalworking lathe; hand tachometer, speed counter; EM2/Various 3763C; sheep, cattle fence wire; beekeeping equipment; knapsack sprayers; horticultural nursery equipment; visual aid materials; hand tools; G6/Various 3763AY; portable megaphones, E2/Various 343 4008. PIO/C No. 620-AB-11-AC-5-9-30142. Limited world wide (901). Bid deadline January 20. The Crown Agents, 4 Millbank, London, S.W., 1, England. Firms wishing to quote on the above items on basis of delivery c&f Lagos, may obtain full specifications from the Crown Agents Representatives, 3100 Massachusetts Ave. NW., Washington, D.C. 20008. SBC-512.

■ Hand tools, surveying equipment, microscopes, Ref. No. G6/Various 3766; differential chain hoist, 1 ton, 22" rotary mower and spader, 66" mower, planter and cultivator, Ref. No. EM1/Various 3766C; shop tools, 230 v. 50 cycle operation, Delta arbor saw, jointer and drill press, Ref. No. EM2/Various 3766A; Vu-graph projector and accessories, wall screens, Ref. No. 2K/Various 344 2012; gasoline powered centrifugal pump, Ref. No. C2A/Various 344 2012. PIO/C No. 620-AA-11-AJ-1-9-30177. Limited worldwide (901). Quotation date January 16. The Crown Agents, 4 Millbank, London, S.W.1, England. Firms wishing to quote for above items on the basis of delivery c&f Lagos, may obtain full specifications from the Crown Agents Representative, 3100 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-511.

SWEDEN—Advertising, promotional novelties, giftware items. Broderna Ivarsson AB, (manufacturer, wholesaler), Osby. WTD 3/13/63.

505 Farm Products, Raw Materials

FRANCE—Hides, skins, all kinds. Direct purchase and agency. Michel Kac, (importer, dealer), 50 rue Bichat, Paris 10e.

731 Advertising

★★ AUSTRIA—Trade Mission

Advertising agency desires clients for newspaper, periodical advertising, TV, radio. Can help establish trade connections in Austria. Arbeg, Herzgasse 11, Vienna X. I.R. 373.★

Leads for Importers

019 Commercial Farms

AUSTRALIA—Grass seed including sorghum alum ($.17 per lb.), Rhodes grass ($.57 per lb.), Green Panic ($.68 per lb.), Nunibank Buffalo ($1.14 per lb.). Glendoan Pastoral Company, P.O. Box 61, Wandon, Queensland. WTD 11/20/63.

233 Women's, Misses', Juniors' Outerwear

SWEDEN—Middle, low-priced women's dresses, blouses. AB Hjalmar Petri, Norrgatan 15, Vaxjo.

249 Wood Products

SWEDEN—Wood sticks for roller blinds. AB Fjugesta Rullgardinfabrik, Fjugesta. WTD 4/2/63.

252 Office Furniture

SWEDEN—Rotary card files. AB Morner & Wallin, Sveavagen 17, Stockholm C. WTD 7/31/63.

264 Converted Paper, Paperboard Products

SWEDEN—Paper, heat sensitive. Rosendahls Fabriker AB, Fasagatan 18, Filipstad. WTD 4/25/63.

281 Industrial Inorganic, Organic Chemicals

INDONESIA—Aluminum hydroxide (bauxite) ore containing not less than 51% aluminum, 6% silicone oxide, 2% titanium oxide. Armada P.T., 45 Roa Malaka Selatan, Djakarta. WTD 11/26/63.

343 Heating Apparatus, Plumbing Fixtures

SWEDEN—Oil burners, improved design, for commercial, industrial, residential heating. B. Palm & Co. AB, Box 631, Norrkoping 6. WTD 7/17/63.

344 Fabricated Structural Metal Products

ENGLAND—Metal acoustic ceiling tiles. Direct sale and agency. Smith & Wellstood Ltd., 63 Conduit St., London, W.1. WTD 5/14/62.

Late Leads

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345 Screw Machine Products

GERMANY—Bolts, nuts including special screws or bolts, machined; rivets up to 6 mm shaft, any shaped head; studs, shoulder pins, spacer pins threaded or unthreaded, tapped or milled; made of brass, aluminum, iron. Kuepperscheeg & Voss, Postfach 510 or 1-3 Rudolfstrasse, 562 Velbert/Rhld. WTD 12/2/63.

346 Metal Stampings

GERMANY—Bottle pourers. Friedrich Hoos, 8 Worthplatz, 588 Ludenscheid. WTD 12/2/63.

348 Fabricated Wire Products

GERMANY—Machined parts from 2 to 60 mm dia., made of iron, aluminum, brass according to sample or drawing; slit pins, interchangeable pins, taper pins made of brass, aluminum, iron. Kuepperscheeg & Voss, Postfach 510 or 1-3 Rudolfstrasse, 562 Velbert/Rhld. WTD 12/2/63.

354 Metalworking Machinery

FRANCE—Plug driving pistols. Direct sale and agency. Societe d'Appareils de Scellements de St. Etienne, 40 rue Desire Claude, St. Etinne (Loire). WTD 12/5/63.

355 Special Industry Machinery

SWEDEN—Soft ice cream freezers, commercial power driven food mixers, mashed potato machines. Direct and agency. Bergbom & Co. AB, Celsiusgatan 40, Malmo O.

356 General Industrial Machinery

SWEDEN—Slide bearings. Johnson Metall AB, Slojdgatan 2-4, Orebro. WTD 7/18/63.

358 Service Industry Machines

ENGLAND—Heavy-duty catering, cafeteria, self-service equipment. Direct sale and agency. Smith & Wellstood Ltd., 63 Conduit St., London, W.1. WTD 5/14/62.

361 Electric Transmission, Distribution Equipment

SWEDEN—Electrical control instruments (new type) for oil burner installations. B. Palm & Co. AB, Box 631, Norrkoping 6. WTD 7/17/63.

365 Radio, Television Receiving Sets

SWEDEN—Radio, television receivers, record players, changers, tape recorders, consumer. type. Luxor Industri AB, Motala, Stockholm. WTD 7/23/63.

Phonograph records. Cupol AB, Katarina Bangata 17, Stockholm. WTD 8/30/63.

373 Ship Building, Repairing

SWEDEN—Pleasure boats of all kinds including parts, accessories. Firma Peter Wessel, Brantingsgatan 35, Stockholm No. WTD 4/5/63.

399 Manufacturing Industries

NETHERLANDS—Cheese dummies. Firma Beers, 123 Zaanweg, Wormerveer.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, Preserving Foods

FRANCE—Canned fish, vegetables, fruits. Maurice Nataf & Cie, (agent), 1 rue Laffitte, Paris 9e. WTD 11/22/63.

229 Textile Goods

SOUTH AFRICA—Women's fashion twill fabrics in the piece, also for the manufacture of men's leisure wear such as sports shirts, trouserwear, not interested in plain fabrics; lace—particularly rashel in all qualities for the manufacture of lingerie; yarns for the knitwear industry particularly stretch synthetic type, also mercerized cotton type; request replies from mills only. African Consolidated Agencies (Pty.) Ltd., (importer, distributor, manufacturer, agent), 44 Commercial St., P.O. Box 787, Cape Town.

342 Cutlery, Hand Tools, General Hardware

GERMANY—Builders' hardware, small hand tools, small electric wood and metalworking machines for "do-it-yourself" purposes, screws, particularly newly developed items. Hans Baur, 7071 Bartholomae/Wuertt., Kreis Schwaeb. Gmuend, (sales agent), Boehmenkircherstrasse 159. WTD 4/23/62.

353 Construction Machinery

ENGLAND—Snow plows, rubber-bladed. Smith & Wellstood Ltd., (manufacturer), 63 Conduit St., London, W.I. WTD 5/14/62.

366 Communication Equipment

CANADA—Radar device detecting not only the speed of a motor vehicle but also providing automatic photographs of the vehicle, the speed, the time and the day; agent desires to negotiate for franchise. Mr. E.D. Sykes, 317 Perrault, Rosemere, Quebec.

379 Transportation Equipment

SWEDEN—Automobile house trailers. AB Miami, (manufacturer, importer), Box 59, Tullinge.

383 Optical Instruments, Lenses

SWEDEN—Cameras, microscopes, optical measuring instruments, projectors, contour. Axel V. Bergström AB, (sales agent), Box 114, Bromma 1. WTD 7/19/62.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.

AUSTRALIA—As a result of recent developments in the proposed alumina plant at Gladstone, the local state government has announced that it would spend between L4 million and L8 million (L1 = $2.25) on **public services** including road construction, improved harbor facilities, new berthing facilities, railway improvements. The Gladstone town council is planning **new housing, schools,** and **water supplies.**

The recently announced increased purchase of coal from the Moura-Kianga Coal field will require improvements to the Moura-Rockhampton-Gladstone Railway as well as loading and storage facilities at Gladstone.

The proposed plant at Gladstone will be constructed for the newly formed Queensland Alumina Limited with annual production estimated at 600.000 tons a year. Construction is planned to start in early 1964, with the plant completion aimed for early 1967.

More information regarding the construction of public service facilities is available to interested U.S. firms from the American Consulate, Brisbane, Australia.

CANADA—The construction of a $30 million heavy water manufacturing plant in Cape Breton, Nova Scotia, was announced in Halifax by Frank H. Sobey, president of Industrial Estates Limited, and Jerome S. Spevack, president of Deuterium of Canada Limited and Deuterium Corporation.

Their announcement followed an earlier one that Deuterium of Canada Limited had been awarded a contract of over $40 million for the supply of one thousand tons of **heavy water** over a period of five years commencing in 1966.

It was announced that the new plant will be built and operated by Deuterium of Canada Limited and that the plant will have a capacity of 200 tons of heavy water per year, with provision in its design for the expansion of this capacity to 400 tons. Construction is expected to be started soon, so that completion time may be in 1966.

IRAN—According to a recent Government announcement plans have been approved for the construction of five new private **sugar plants.** One of these will be a 1000 ton per day capacity sugar beet extracting and refining plant in Isfahan.

IRELAND—Plans have been announced by the Shannon Free Airport Development Company to erect six new factory blocks in the Shannon industrial scheme. In addition, a

major expansion of warehousing facilities is planned for the Shannon Free Airport.

JAPAN—The Japanese National Railways has begun work on **pilot shafts** for a 36.5 kilometer **undersea railways tunnel** between the island of Honshu and the northern island of Hokkaido. The Japanese Government believes that the tunnel will considerably reduce the cost and time of moving freight, and aid the economic development of Japan's north. Using a tunnel, instead of the present ferries, express train service between Tokyo and Sapporo will be reduced from 20 hours to about 15.

Digging of the pilot shafts is expected to take several years, and if tunneling proves feasible in the Tsugaru Straits sea bed, it will take 8 to 10 years more for the completion of the actual tunnel. The estimated cost of the tunnel is $300 million.

The pilot tunnel that was begun on the Hokkaido side in February of this year will be a shaft of six meters in diameter and will extend some 1000 meters under the sea. If the pilot tunnel indicates that the dislocations in the sea bed will not be a major handicap to the tunnel's construction, the National Railways will begin work on the actual tunnel itself without waiting for the completion of the pilot shafts. It is expected that the pilot shafts will take about six years to complete.

The total length of the tunnel will be 36.5 kilometers, of which 22.5 will be under the sea. The deepest portion of the tunnel would be 70 meters below the sea bed. As a relative comparison, this tunnel will be nearly double in length to the Simplon Tunnel between Italy and Switzerland.

Additional information may be obtained from: Matsutaro Fuji, Superintendent Engineer, Japan National Railways, Marunouchi, Chiyoda-ku, Tokyo.

LIBYA—U.S. firms may find an opportunity to supply **goods** or **services** on projects slated for the Benghazi area under the Five-Year Plan for Economic Development. Tenders for construction or for consulting services on certain of these projects may be called during the next few months. Three projects under this program were published in the December 23 issue of INTERNATIONAL COMMERCE.

Stadium: Benghazi, like Tripoli, has been chosen as the site for an "Olympic" **sports stadium,** and a construction site has been selected on the fringe of the Inner Harbor between the Berka and Dar el-Kish sections of the city. An English engineer has reportedly arrived as design consultant, though no tenders have been formally issued in connection with this project. It is reported that the first tender will cover **dredging** of the shallow Inner Harbor to provide fill for the chosen site. Later tenders are expected to be issued for final **architectural** and **engineering design** and actual construction of the stadium.

Hospital: In addition to a new wing currently being added to Benghazi's existing public hospital, an entirely new hospital is slated for construction on the edge of the rapidly-growing Berka suburb. The tender will call for a **400 bed hospital** with the plans incorporating later expansion of the facility.

MALAYSIA—Press reports indicate that various industrial investments have been proposed for Singapore. Additional information is not available.

1. A M$2 million **textile** enterprise.
2. Establishment of four enterprises are being considered: **chemicals, electric appliances, vegetable oil,** and **educational materials.**
3. The Economic Development Board announced it would sponsor several new enterprises at the Juron Industrial Estate. The M$65 million investment includes the following enterprises: a **sugar refinery;** a **grain silo;** a **fertilizer plant;** a **solvent extraction plant;** and an **iron ore loading terminal.**
4. The following small enterprises are also being considered: **bicycle assembly; fruit juice canning; meat processing.**
5. It is reported that European interests are ready to set up six new **light industrial projects** in conjuction with the Economic Development Board.
6. The Industrial Services Corporation announced that the firm would set up **factories** to manufacture wrapping paper, artificial marble, foam rubber, firecrackers and similar explosives, building elements for prefab houses, and a latex dipping process for small articles.
7. Press announcements reported that a large U.S. chemical corporation planned to establish a **synthetic resin plant** to produce initially between 150 and 200 tons of synthetic resin a month. The project is expected to require a M$1½ investment.

Late Leads

Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

PERU—The Peruvian Ministry of Agriculture is studying the possibility of establishing a **pilot plant** for **quick-freeze preserving** of **fruits** and **vegetables** to have a capacity of 5,000 to 10,000 metric tons of raw materials per year. It is hoped that operation may begin in 1965. Financing and technical assistance is requested.

Business proposals and requests for further information may be obtained by writing (in Spanish) to: Ingeniero Julio N. Arce Picon, Secretaria Tecnica, Ministerio de Agricultura, Avenida Salaverry, Lima, Peru.

SAUDI ARABIA—The Kingdom of Saudi Arabia has indicated that invitations to tender will be issued in 1964 for the construction of five **military projects** sponsored by the Ministry of Defense and Aviation.

The projects include construction of two officers' and one non-commissioned officers' clubs containing large reception and dining halls to accommodate 500 to 1500 persons; a 2000 seat movie theater, a 5000 seat sports stadium, swimming pools, gymnasiums, club rooms and other related facilities.

The other projects involve the design and construction of a camp for an airborne battalion to shelter and accommodate 1800 soldiers, and an infantry school camp for 1000 students. Both facilities include administrative buildings, barracks, classrooms, garages, dining halls, kitchens, recreational facilities—movies, swimming pools, and a small mosque. Standard **utility installations** and primary **road construction** are required.

Tenders for engineering and architectural design have been called and the successful bidder may be asked to provide actual supervision of construction. Invitations will be issued later for actual construction.

Interested firms may communicate directly with the Ministry of Defense and Aviation, Office of the Chief of Staff, Riyadh, Saudi Arabia.★

SYRIA—The Technical Office, Municipality of Aleppo, has indicated an interest for the design and erection of a **refrigeration plant, sewage disposal** and a **slaughter house.** The three projects will be located in an industrial zone and will form part of a complex. No tender has been published as yet for these three projects, estimated to cost approximately US$3 million.

Further information may be obtained from or business offers sent to: Mr. 'Adil Yagan, Technical Office, Municipality of Aleppo, Aleppo, Syria.

THAILAND—It is reported that a second **airport** is to be constructed in Bangkok and that discussions with a construction company were in progress. The cost of the new facility is estimated to be 1,200 million Baht.

TURKEY—NATO—Two separate construction tenders have been issued by the Turkish Government under the NATO International Competitive Bidding Procedure.

The Ministry of National Defense, NATO Air Infrastructure Bureau will accept bids for the construction of special **storage facilities** at one location in Turkey including buildings, access roads, **communications** and **utility installations.** The project, Ref. No. 6430.18.4/63, is estimated to cost approx. $890,000 with the eligible firms to be chosen from among those who have completed construction projects valued at $690,000 in one contract. A deadline of January 13 has been established for the receipt of completed questionnaires.

The second notification of call-for-bids which has been issued by the Airfield and P.O.L. Installations & Construction Dept., Ministry of National Defense, involves the construction of a **sewerage system** estimated to cost approx. $56,000. This project, Ref. No. IV a-K, is classified NATO SECRET and interested firms must state their interest on questionnaire forms not later than January 18.

Bid documents with supplementary information and the referenced questionnaires are available from the Commodity Export Promotion Staff, Room 4203, U.S. Department of Commerce, Washington, D.C. 20230, Attn: TURKEY.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications with a recent financial statement or annual report to the Commodity Export Promotion Staff. A brochure on the NATO International competitive bidding procedure is available from the Staff office also.

New Books and Reports

***American Enterprise and Scandinavian Antitrust Law.* By E. Ernest Goldstein. Published by University of Texas, Austin, 1963. 394 pp. $6.50.**

This book is a country-by-country analysis of antitrust legislation and administrative procedures in the 3 Scandinavian countries—Denmark, Norway Sweden. It discusses the history and administration of antitrust laws in the 3 countries, placing particular emphasis on techniques of carte legislation, the obligation of foreign firms to register as dominant powers, resale price maintenance and refusal to deal. The book presents a number of interesting case studies describing the impact of local legislation upon industries in which American firms are prominent.

An appendix to the book contains an English translation of legislation controlling restrictive business practices in Denmark, Norway and Sweden. **G.O.**

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Foreign Trade Regulations of Haiti. OBR 63-128. 7pp. Describes Haiti's trade policy; import tariff system; sales and other internal taxes; required documentation and fees; labeling and marking requirements; special customs provisions; non-tariff import controls; Haiti's export controls and U.S. controls which might affect trade with Haiti.

Establishing a Business in New Zealand. OBR 63-131. 10pp. Summarizes the New Zealand Government's policy on investment; the entrance, remittance and repatriation of capital; the tariff structure; import licensing; types of business organizations and regulations affecting foreign firms; patents and trademark regulations; regulations regarding employment; and the various forms of taxation to which foreign businesses can become subject.

Basic Data on the Economy of Venezuela. OBR 63-132. 20pp. Outlines the structure of the economy; mineral and agricultural resources; manufacturing; power, transportation and communication; financial structure and attitude towards foreign investment; development plan; foreign trade picture and marketing aids to selling in Venezuela.

U.S. Foreign Trade: January-August 1963. OBR 63-136. 12pp. A series of 12 tables summarizing this nation's foreign trade during the first two-thirds of 1963.

U.S. Trade With Major World Areas: January-June 1963. OBR 63-139. 8pp. A regional breakdown, in 5 tables, of U.S. foreign trade during the first half of 1963.

Free

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Bureau of International Commerce, Office of Publications and Information, U.S. Department of Commerce, Washington, D.C. 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Planning in Pakistan—Organization and Implementation.* By Albert Waterston. Published by The Johns Hopkins Press, Baltimore 18, Maryland. 1963. 100pp. $3.**

The third monograph written for the Economic Development Institute, a staff college operated by the World Bank for senior banking officials of less developed countries. Previous studies covered planning in Morocco and Yugoslavia.

There are many studies available on planning techniques but few which deal, as this one attempts to do, with the organizational aspects of planning or with the policies or institutional arrangements for carrying out development plans. The lack of published material in these fields has caused many countries to spend undue amounts of time seeking solutions to problems which have been encountered and dealt with elsewhere. In spite of the political, economic and social differences among countries which make it undesirable to evolve one planning system for all, there are enough features common to most developing economies to make accounts of the experience of individual countries useful as guidelines for others.

In Pakistan, Mr. Waterston's monograph states, national development planning has helped transform a faltering economy with a precarious outlook into one beginning to grow at an encouraging rate.

Copies can be ordered from the Johns Hopkins Press, Homewood, Baltimore 18, Maryland.

***Industrialization and Society.* Proceedings of the Chicago Conference on Social Implications of Industrialization and Technical Change. Prepared by the International Social Science Council. Published by UNESCO. New York, 1963. 437pp. $7.50.**

The Papers presented in this volume were prepared for the North American Conference on the Social Implications of Industrialization and Technological Change, sponsored by UNESCO.

The subjects of the technical papers and the several discussion sessions ranged widely over the various social implications of industrialization. The editors have arranged the sequence of the papers to proceed from conceptual through substantive and theoretical to methodological concerns.

Copies can be ordered from the UNESCO Publications Center, 317 East 34th Street, New York, N.Y. 10016.

***International Manual on the Common Market.* Edited by H. K. Junckerstorff. Published by the Saint Louis University Press. St. Louis, Missouri, 1963. 521pp. $12.50.**

An overall purview of the European Economic Community, with most chapters written by EEC officials. The book describes the various economic groupings, both East and West; the European Customs Union; EEC Economic Policy; the Common Transport Policy; the Right of Establishment in the EEC; the Common Agricultural Policy; Competitive Rules in the EEC; General Provisions of the Treaty of Rome; and Financial Provisions of the EEC. A 10-page bibliography lists further readings on specific areas covered in the book.

Copies can be ordered from the Saint Louis University Press, 202 North Grand Street, St. Louis, Missouri.

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Calendar *for international traders*

January

6—World Trade Club of New York, dinner meeting, Hotel Americana, **New York, N.Y.** Speaker: Franklin D. Roosevelt, Jr., Under Secretary of Commerce.

7—Regular Monthly Luncheon Meeting of the World Trade Committee of the Dallas Chamber of Commerce, Dallas Athletic Club, **Dallas, Tex.** Subject: Planning a Trade Mission From Dallas to Mexico.

9—Monthly dinner meeting of the International Trade Assn. of New England, Tiffany's Restaurant, **Boston, Mass.**

9—International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.** Speaker: Ed Lamb, Chairman of the Board, Seiberling Corporation.

13—First Annual Businessman's Institute on World Trade, Southern University in New Orleans, **New Orleans, La.** Sponsored by Southern University in New Orleans; Regional Export Expansion Council; New Orleans Field Office, U.S. Department of Commerce; Small Business Administration.

14—Dinner meeting of the Springfield Export Sales Managers Assn. **Springfield, Mass.**

14—Export Educational Seminar, **Memphis, Tenn.** (first of 8 weekly sessions) Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Chamber of Commerce; SBA and Memphis Field Office. Guest Instructor: Mr. Benjamin P. Cooper, Firestone International Co., Akron, Ohio.

15—Monthly dinner meeting of the World Trade Club of the Greater Providence Chamber of Commerce. Lindy's Restaurant, **Providence, R.I.**

16—Export Conference on costing/pricing; shipping/forwarding; and selling abroad to be held during the National Motor Boat Show at the New York Coliseum, **New York, N.Y.** Sponsored by National Association of Engine and Boat Manfuacturers in cooperation with the Department of Commerce.

17—Rotary International, **Canton, Ohio.** Noon meeting. Speaker: James G. Morton, Special Assistant to the Secretary for Public Affairs.

18—The 10th Export Expansion Conference, Cleveland Field Office, in cooperation with Cleveland Regional Export Expansion Council at the Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio,** 10:00 a.m. to 4:00 p.m.

19-24—31st Annual Convention, Association of Wiping Cloth Manufacturers, **Bal Harbour, Fla.** Speaker: Marion Leonard, Director, U.S. Department of Commerce Field Office, Miami, Florida.

21—Businessmen's Consultations with members of the U.S. Trade Mission to Malaysia-Hong Kong, **Portland, Ore.** Sponsor: Department of Commerce, Portland Field Office.

21—Businessmen's Consultations with members of the U.S. Trade Mission to Austria-Switzerland, **Philadelphia, Pa.** Sponsor: Department of Commerce, Philadelphia Field Office.

21—Export Educational Seminar, **Memphis, Tenn.** (second of 8 weekly sessions) Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Chamber of Commerce; SBA and Memphis Field Office. Guest Instructors: Mr. Dimitri Georgiadis, Plough, Inc., Memphis, and Mr. E. W. Cook, President, Cook & Company, Memphis.

21—Memphis World Trade Club, monthly meeting, **Memphis, Tenn.**

21—Workshop on Marine Insurance. **Kansas City, Mo.,** REEC, Department of Commerce Field Office, International Trade Club co-sponsors.

22—Export Trade Seminar; to run 8 consecutive Wednesdays, 7:30-9:30 p.m., sponsored by Delaware State Chamber of Commerce in cooperation with State Department of Public Instruction, Wilmington Public Schools, U.S. Department of Commerce, Small Business Administration, State Development Department. For further details, inquiries should be made to Delaware State Chamber of Commerce, 1112-14 King St., **Wilmington, Del.**

22—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **Seattle, Wash.** Sponsor: Department of Commerce, Seattle Field Office.

22—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Chicago, Ill.** Sponsor: Department of Commerce.

22—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **Los Angeles, Calif.** Sponsor: Department of Commerce, Los Angeles, Field Office.

22—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Richmond, Va.** Sponsor: Department of Commerce, Richmond Field Office.

23—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **San Francisco, Calif.** Sponsor: Department of Commerce, San Francisco Field Office.

23—World Trade Conference, Paxton Hotel, **Omaha, Neb.** Midwest Foreign Trade Assn., Kansas City REEC, Commerce Field Office and SBA, co-sponsors.

23—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **Dallas, Texas.** Sponsor: Department of Commerce, Dallas Field Office.

23—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Birmingham, Ala.** Sponsor: Department of Commerce Field Office.

24—Businessmen's Consultations with members of U.S. Trade Missions to Austria-Switzerland and Malaysia-Hong Kong, **St. Louis, Mo.** Sponsor: Department of Commerce, St. Louis Field Office.

24—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Atlanta, Ga.** Sponsor: Department of Commerce, Atlanta Field Office.

24—World Trade Luncheon, **University City, Mo.** Sponsor: University City Chamber of Commerce and St. Louis Field Office, Dept. of Commerce. Speaker: E. E. Schnellbacher, Assistant Director, Bureau of International Commerce.

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